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UNITED STATES DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary
BUREAU OF THE CENSUS
William L. Austin, Director

CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

VOLUME VII

CREDIT SALES
AND
SALES BY CLASSES OF CUSTOMERS

1935
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March, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician
William A. Ruff, Assistant

This is one of a series of final volumes on Wholesale Distribution, a part of the Census of Business, 1935. This volume consists of an introduction and Sections One and Two. In the introduction, a brief analysis of the data is given together with a description of terms and method of classification. Section One (Table 6) shows to what extent full-service and limited-function wholesalers and manufacturers' sales branches engage in selling on a credit basis. In Section Two (Table 7) the business of wholesale establishments is analyzed by classes of customers. The table shows to what extent wholesalers sell to retailers, to household consumers, to industrial users, to other wholesalers and to buyers in foreign countries.

This volume corresponds in part to tables 4 and 5 (Wholesale Volumes I to VII) of the 1933 Census of American Business.

The statistics were collected in 1936 by a field canvass of wholesale establishments in every State, city and county in the United States, by the Bureau of the Census, with funds provided by the Works Progress Administration. They cover the operations of wholesalers during the year 1935.

Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

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WHOLESALE DISTRIBUTION: 1935

ARRANGEMENT AND CONTENTS OF VOLUMES

Volume I - Summary for the United States. Contains national summaries of the tabular data presented in the other volumes in detail; a description of the Wholesale Census, explanations of terms, classifications and tables; and an analysis of Wholesale Trade for 1935 as compared with 1933 and 1929.

It also contains new matter not treated in greater detail elsewhere, including a section on wholesale chains showing number of establishments, net sales, expenses, employees and pay roll of multi-unit organizations; a study of cooperative and voluntary group wholesaling; and a summary of the number and nature of establishments operated by Negro proprietors.

Volume II - States and 25 Selected Cities. Presents number of establishments, net sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.

Volume III - Cities and Counties. Presents number of establishments, net sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).

Volume IV - Kinds of Business of Full-Service and Limited-Function Wholesalers, By States. Presents, by States, the number of establishments, net sales, expenses, personnel, pay roll and stocks for each of 29 kind-of-business groups (Table 1A). In a separate section number of establishments, net sales, proprietors, employees and total pay roll are shown for 142 kinds of business, by States (Table 1B).

Volume V - Employment and Pay Roll.

a. Monthly employment data by kinds of business (Table 2).

b. Analysis of employment and pay roll by occupational classes (executive, office and clerical, selling, etc.) for a representative week of 1935 (Table 3).

Volume VI - Business Size Groups and Analysis of Operating Expenses.

a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business size groups and kinds of business (Table 4).

b. Functional division of operating expenses (administrative, selling, etc.) of wholesale merchants and industrial distributors, by kinds of business (Table 5).

Volume VII - Credit Sales and Sales by Classes of Customers.

a. Credit business of full-service and limited-function wholesalers and of manufacturers' sales branches, by kinds of business (Table 6).

b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.

Volume VIII - Commodity Sales. Analysis of sales of wholesale establishments by commodities or lines of merchandise (Table 8). Data are shown for 99 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the 29 kind-of-business groups.

Special Subject Reports. Special reports will be issued in which the available Census data are assembled and analyzed. Among those in preparation, the completion of which is subject to the limitations of time and budget, are:

Cooperative Wholesaling, including Voluntary Groups
Drug Wholesaling
Electrical Wholesaling
Hardware Wholesaling
Multi-Unit Wholesaling
Tobacco Wholesaling
Cooperative Marketing of Agricultural Commodities

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CREDIT SALES

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		Cities:	
United States Summary	45	Baltimore	78
		Boston	80
Geographic Divisions:		Buffalo	82
		Chicago	84
New England	60	Cleveland	86
Middle Atlantic	62	Detroit	88
East North Central	64	Los Angeles	90
West North Central	66	Milwaukee	92
South Atlantic	68	New York City	94
East South Central	70	Philadelphia	96
West South Central	72	Pittsburgh	98
Mountain	74	St. Louis	100
Pacific	76	San Francisco	102

WHOLESALE DISTRIBUTION: 1935

VOLUME VII

CREDIT SALES

AND

SALES BY CLASSES OF CUSTOMERS

This volume, which presents data on credit business and an analysis of wholesale sales by classes of customers, consists of an introduction and Sections One and Two. In the introduction, a brief analysis of the data is given together with an explanation of terms and method of classification. Section One consists of Table 6 which shows credit sales for full-service and limited-function wholesalers and manufacturers' sales branches by kinds of business. Section Two (Table 7) analyzes the business of wholesale establishments showing sales to retailers, to household consumers, to industrial users, to other wholesalers, and export sales to buyers in foreign countries.

CREDIT SALES

Credit Sales Predominate

Of the sales of full-service and limited-function wholesalers and manufacturers' sales branches doing a credit business, over 80 percent are on a credit basis. Of the 88,931 full-service and limited-function wholesale establishments in the United States in 1935, 62,086 reported credit sales. These 62,086 establishments granted credit on $11,123,208,000, or 81.5 percent, of their net sales of $13,650,448,000. Of the 11,634 manufacturers' sales branches, 9,397 reported credit sales of $5,143,453,000 or 82.5 percent of their net sales of $6,232,227,000.

A summary of the credit information for the two types of operation follows:

Type of operation	All establishments		Establishments reporting credit sales		
	Number	Net sales (add 000)	Number	Net sales (add 000)	Credit sales (add 000)
Full-service and limited-function wholesalers	88,931	$17,661,691	62,086	$13,650,448	$11,123,208
Manufacturers' sales branches (with stocks)	11,634	7,446,014	9,397	6,232,227	5,143,453

It is significant that the proportion of the credit business for the two types is approximately the same, 81.5 for full-service and limited-function wholesalers as compared with 82.5 for manufacturers' sales branches. However, a slightly larger percentage of the latter (80.8 percent) reported that they did some credit business, as compared with 69.8 percent of the former type. Whether the failure to report credit sales indicates a strictly cash business, or represents an omission, is difficult to say. It is known, however, that many wholesale establishments sell only for cash.

Credit by Kinds of Business

When the two types are analyzed by kinds of business, a close relationship is noted between the credit ratios. Full-service and limited-function wholesalers and manufacturers' sales branches both show over 90 percent credit sales for clothing and furnishings, dry goods, furniture and house furnishings, lumber and construction materials, metals and metal work and paper and its products. Both types show over 85 percent credit for 14 identical trades, while for automotive products and for farm products-consumer goods, both show low credit ratios.

Significant differences between the credit ratios of the two types are noted for the following trades: beer, wines and liquors; coal and coke; farm supplies; and tobacco and its products. These differences are due to the fact that the two types are either serving different classes of customers or are emphasizing different lines of merchandise which fall within the same major kind-of-business classification. Sales branches of manufacturers of tobacco and its products and beer, wines and liquors sell primarily to distributors or jobbers rather than to retailers. Their credit ratios are therefore higher than for full-service and limited-function wholesalers. In the case of the farm supplies group, fertilizer, which is sold primarily for cash, constitutes the bulk of the business of manufacturers' sales branches, while feed and seeds are the important lines of merchandise of full-service and limited-function wholesalers. Similarly, coke is the important item of manufacturers' sales branches in the coal and coke trade, but is relatively unimportant for merchant wholesalers.

Considerable variation is found in the credit ratios for the various kinds of business of full-service and limited-function wholesalers. Dry goods (specialty lines) shows 97.2 percent credit as contrasted with 57.8 for automotive products. Of the 29 kind-of-business groups, 9 show credit of 90 percent or more, 11 from 80 to 90 percent, 4 from 70 to 80 percent, while 5 report less than 70 percent. A more careful analysis of the classifications showing a low credit ratio discloses some interesting facts (see Table 6, Page 23). Automobiles and other motor vehicles are sold primarily for cash (36.5 percent credit), while 72.2 percent of equipment is sold on credit. As indicated above, beer is more frequently sold for cash than are wines and liquors. Credit business dominates in the sale of wool, mohair and raw silk but occupies a less important position in the sale of other farm products. In the grocery specialities trade, soft drinks show a low credit ratio.

Comparison with 1933

The credit ratios for the two types show little change between 1933 and 1935. For full-service and limited-function wholesalers, credit sales of those doing a credit business increased from 80.4 to 81.5, while for manufacturers' sales branches, the ratio dropped from 90.4 to 82.5. A significant factor in the latter change is the increased sales importance of automobiles, primarily a cash business.

It is interesting to note that for full-service and limited-function wholesalers, 12 of the 21 trades for which direct comparisons can be made show less than a two-point change. For manufacturers' sales branches, 8 trades show less than a two-point change.

A comparison of credit sales ratios, 1935 and 1933, is given below for full-service and limited-function wholesalers and manufacturers' sales branches by kinds of business.

Kinds of business	Full-service and limited-function wholesalers		Manufacturers' sales branches	
	1935	1933	1935	1933
Total	81.5	80.4	82.5	90.4
Amusement and sporting goods	84.7	83.7	71.2	59.2
Automotive	57.8	64.8	43.6	85.3
Beer, wines and liquors	66.9	NC	86.7	NC
Chemicals and paints	88.6	87.0	96.5	96.5
Clothing and furnishings	94.6	94.1	99.0	99.4
Coal and coke	92.4	87.2	71.8	76.3
Drugs (full line)	86.7)	88.0	--)	99.5
Drugs and drug sundries (specialty lines)	89.6)		98.5)	
Dry goods (full line)	93.7)	95.5	--)	99.0
Dry goods (specialty lines)	97.2)		98.8)	
Electrical goods	85.0	84.8	96.4	94.3
Farm products-raw materials	81.6	60.4	--	--
Farm products-consumer goods	73.9	74.1	64.1	78.2
Farm supplies	64.7	Y	32.2	Y
Furniture and house furnishings	90.3	90.4	97.3	99.4
General merchandise	61.1	Y	--	--
Groceries (full line)	78.4)	80.0	--)	83.6
Groceries and foods (specialty lines)	79.9)		87.7)	
Hardware	88.9	88.3	98.4	99.0
Jewelry and optical goods	89.8	86.6	97.1	97.9
Lumber and construction materials	90.9	88.8	95.7	98.2
Machinery, equipment and supplies	90.0	85.6	88.7	93.6
Metals and metal work (except scrap)	94.0	92.6	98.0	99.5
Paper and its products	91.9	90.5	95.1	98.4
Petroleum and its products	79.8	Y	91.1	Y
Plumbing and heating equipment and supplies	87.6	79.9	96.7	94.0
Tobacco and its products (except leaf)	65.7	70.0	99.3	99.6
Waste materials	88.4	81.9	--	--
All other	88.0	Y	98.0	Y

NC - No comparable data Y - Not directly comparable

SALES BY CLASSES OF CUSTOMERS

Duplication in Wholesale Sales

Sales of merchandise to retailers for resale constitute less than one-half of the total business of wholesale establishments. An analysis of wholesale sales shows that 45.4 percent are to retailers for resale, 1.5 percent at retail to household consumers, 29.8 percent to industrial users, 20.2 percent to other wholesalers and 3.1 percent for export to buyers in foreign countries. The 20.2 percent sales to other wholesale establishments represents duplication in the total figures, in that it shows to what extent goods are sold two or more times at wholesale.

These figures are based upon information furnished by 141,296 establishments able to supply the data direct from their books or on the basis of carefully prepared estimates. These 141,296 establishments represented 79.9 percent of the total number and accounted for 81.5 percent of the total sales of wholesale establishments in the United States in 1935.

A summary of sales by types of operation and classes of customers follows:

Type of operation	Total, all establishments		Establishments analyzed by classes of customers			
	Number	Net sales (add 000)	Number	% of total	Sales Amount (add 000)	Sales % of total
Total	176,756	$42,802,913	141,296	79.9	$34,865,567	81.5
Full-service and limited-function wholesalers	88,931	17,661,691	77,794	87.5	15,905,271	90.1
Manufacturers' sales branches	11,634	7,446,014	9,363	80.5	6,201,778	83.3
Manufacturers' sales offices	4,196	3,620,074	3,361	80.1	2,908,284	80.3
Bulk tank stations	27,333	2,704,047	16,043	58.7	1,379,520	51.0
Agents and brokers	18,147	8,908,076	14,684	80.9	6,697,013	75.2
Assemblers	26,515	2,463,011	20,051	75.6	1,773,701	72.0

(Table continued)

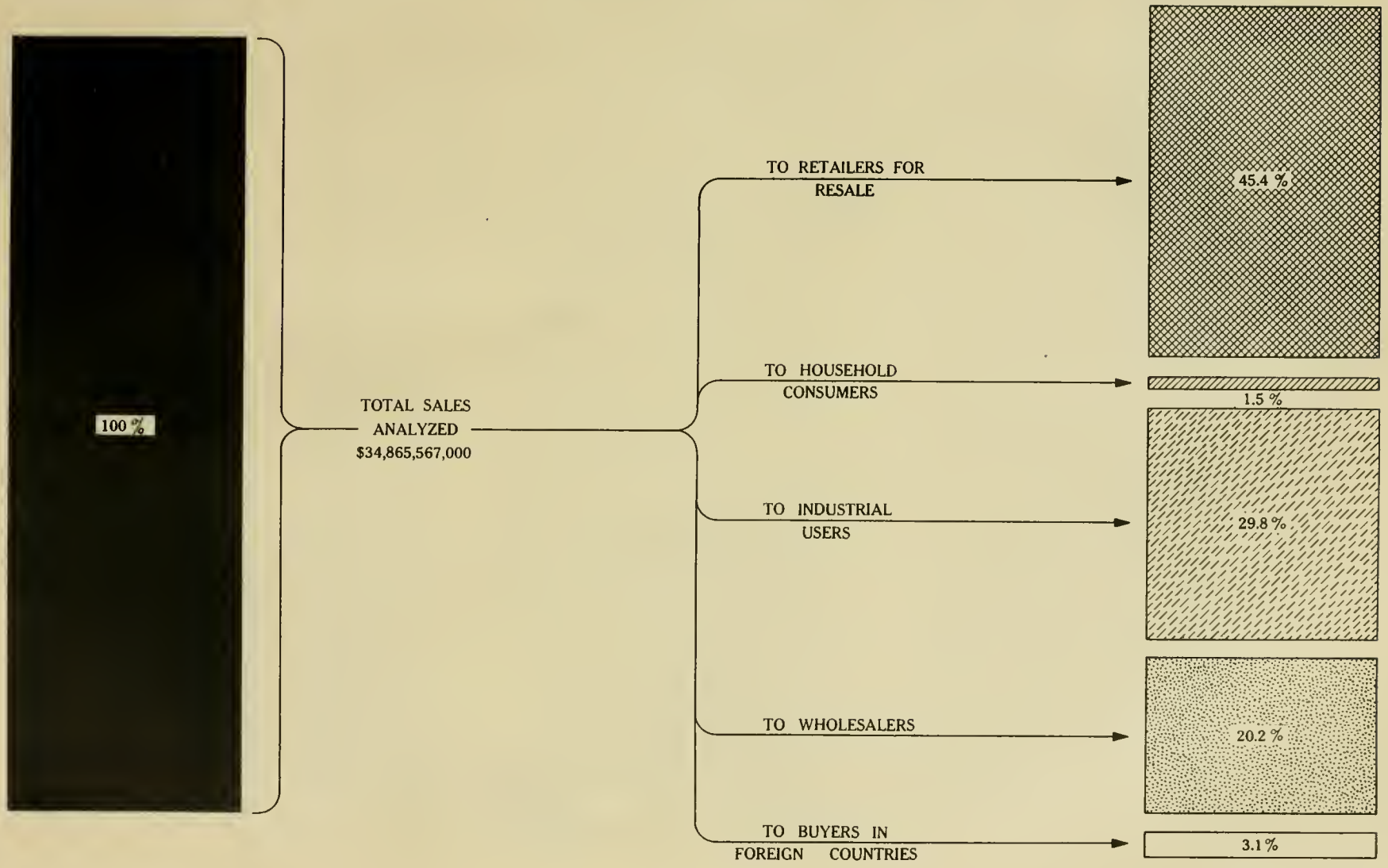
Type of operation	Percent of sales analyzed to each class of customer				
	Sales to retailers	Sales to household consumers	Sales to industrial users	Sales to other wholesalers	Export sales 1/
Total	45.4	1.5	29.8	20.2	3.1
Full-service and limited-function wholesalers	59.2	1.9	24.9	10.2	3.8
Manufacturers' sales branches	52.6	0.4	27.7	18.6	0.7
Manufacturers' sales offices	17.8	0.2	59.3	21.1	1.6
Bulk tank stations	73.3	8.0	9.9	8.4	0.4
Agents and brokers	21.0	0.1	34.9	39.4	4.6
Assemblers	12.7	4.1	29.5	50.0	3.7

1 To buyers in foreign countries.

WHOLESALE DISTRIBUTION: 1935

CHART I- SALES BY CLASSES OF CUSTOMERS

NET SALES, ALL ESTABLISHMENTS, $42,802,913,000



BUREAU OF THE CENSUS

Sales to Retailers

Obviously, not all types of wholesale establishments sell the same proportion of goods to a given class of customers. Bulk tank stations reported 73.3 percent of their business to retailers. The remainder of their sales are about equally divided among sales to household consumers, to industrial users and to other wholesalers, with 0.4 percent exports. Full-service and limited-function wholesalers deal primarily with retailers, 59.2 percent of their business being with retail accounts. It is significant to note that more than half (52.6 percent) of the business of manufacturers' sales branches, is with retailers. Only a small portion of the business of agents and brokers (21.0 percent), manufacturers' sales offices (17.8 percent) and assemblers (12.7 percent) is with this class of customers.

Sales to Household Consumers

The household consumer normally buys goods from the retail store for personal or family consumption. While it is not the general practice of wholesale houses to sell at retail, and no establishment is included in the Wholesale Census whose major operations are sales to home consumers, many wholesale organizations do sell a limited quantity of goods to ultimate consumers. In addition the Wholesale Census includes a few wholesale retailers when the major portion of their business is at wholesale. The smallest portion of sales made to household consumers is shown for agents and brokers (0.1 percent), followed by manufacturers' sales offices (0.2 percent). On the other hand, 8 percent of the business of bulk tank stations and 4.1 percent of assemblers are with household consumers. Sales in this category are frequently a matter of accommodation.

Sales to Industrial Users

As indicated by the kind-of-business classification, a large number of wholesale establishments deal in industrial goods sold primarily to factories, oil wells, mines and quarries, hotels, public utilities, railroads, institutions, and to various commercial houses. The goods so purchased are either converted into more finished products or are used in the conduct of the business rather than re-sold in the same form. Such goods consequently consist principally of raw materials, semi-manufactured products, parts, machinery, equipment and supplies. The largest proportion of sales to industrial users was reported by manufacturers' sales offices (59.3 percent), followed by agents and brokers (34.9 percent) and assemblers (29.5 percent).

Sales to industrial users vary in importance between the major kinds of business and also differ among the several types of operation. In the case of full-service and limited-function wholesalers, sales to industrial users

amount to 74.0 percent of total sales of waste material dealers, 72.2 percent of the machinery trade and 61.5 percent of metals. Similar figures for manufacturers' sales branches are: 82.8 percent for metals, 75.0 percent for jewelry and optical goods, 73.8 percent for electrical goods, and 70.0 percent for the dry goods specialties group. The sales of manufacturers' sales offices to industrial users are 94.7 percent of total sales for machinery, 89.5 percent for metals, and 85.3 percent for dealers in chemicals and paints, while for agents and brokers the proportion sold to industrial users is 75.4 percent for machinery, and 67.0 for waste materials.

Sales to Other Wholesalers

Of the total sales analyzed by classes of customers, 20.2 percent represents the extent to which wholesale establishments sell to one another, often referred to as the factor of duplication in wholesale sales. Leading types in this respect are assemblers, 50 percent, and agents and brokers, 39.4 percent. Little duplication is found for full-service and limited-function wholesalers, 10.2 percent, and for bulk tank station, 8.4 percent. For agents and brokers, the largest percent of duplication is found in the groceries and foods (specialty lines) trade, 67.7 percent, followed by petroleum and its products, 56.3 percent, and hardware, 55.7 percent. The least is found in the general merchandise, the machinery, equipment and supplies, and the waste materials trades, all of which show less than 6 percent duplication of sales. For assemblers, each of the trades reported sales to other wholesalers as follows: farm products-raw materials, 43.0 percent; farm products-consumer goods, 64.3 percent; farm supplies, 37.9 percent; groceries and foods (specialty lines), 50.9 percent; and all other products, 9.2 percent.

Export Sales to Buyers in Foreign Countries

Under this inquiry each wholesale establishment was requested to report the volume of goods sold for export to buyers who do not maintain established places of business in the United States. Such sales constituted 3.1 percent of the total, with agents and brokers (including export agents) showing the highest ratio 4.6 percent. Full-service and limited-function wholesalers (including exporters) are second with 3.8 percent. Manufacturers' sales branches and bulk tank stations each show less than 1 percent export sales.

An analysis of sales to the five classes of customers described above is given for types of operation and kinds of business in Section Two of this volume.

DESCRIPTION OF TERMS

WHOLESALE ESTABLISHMENTS.--Wholesale establishments, as the term is used here, are places of business engaged primarily in selling, or acting as agents in purchasing or selling, goods on a wholesale basis. In addition to the conventional types of wholesalers, the number includes producer-controlled selling branches and offices, agents and brokers, bulk tank stations and assemblers of farm products with established places of business.

Selling on a wholesale basis is selling primarily to retailers, institutions, industrial users and other wholesale organizations, for resale or further processing or business use, rather than for personal or household consumption. Sales to retailers for re-sale constitute slightly less than one-half of total wholesale distribution.

For census purposes, the number of wholesalers does not include peddlers or others selling at wholesale without recognizable places of business; nor establishments engaged in wholesaling as a secondary activity; nor central administrative offices of wholesale concerns when reported as separate establishments. Wholesaler-retailers are included if more than half of their business is at wholesale.

NET SALES.--The term net sales is used in the census to include total receipts from the sale of merchandise or services, and from other sources in the normal operation of the business. Sales taxes are included. The value of goods returned by, or allowances made to, customers has been deducted.

Some wholesale establishments are engaged primarily in buying or assembling goods, the selling phase being incidental or non-existent, inasmuch as such purchases may be made for parent organizations or for clients. Brokers, too, may represent buyers rather than sellers. Consequently, the term net sales includes the purchases made by country buyers of farm products and by other buying agents, as well as the activities of agents and brokers operating on a commission basis, irrespective of whether they represented clients who are selling or buying. However, no transaction has been counted more than once; that is, either the purchasing phase was considered or the selling phase.

In the case of agents and brokers operating on a commission basis, it was sometimes necessary to compute net sales on the basis of average commission rates or fees charged. These rates or fees either were reported by the agents and brokers concerned, or were obtained through a computation of such rates and commissions reported by other agents and brokers operating in a similar manner in the same geographic division of the United States. This method was necessitated by the fact that many agents and brokers maintain records only of commissions received and do not have actual figures covering the value of goods bought or sold for their principals.

CREDIT SALES (TABLE 6).--Each establishment was requested to report under this item in the schedule, the part of its total business which was done on a credit basis; i. e., sales made on weekly terms, on a 10-day basis, 30-day basis, end-of-month terms, sales on the installment plan, or any other basis that did not involve the immediate payment of cash on receipt of goods. C. O. D. sales are classed for purposes of the census as cash sales. The term "credit sales" covers, except as noted, all sales made on any basis other than strictly cash.

SALES ANALYZED BY CLASSES OF CUSTOMERS (TABLE 7).--Most establishments analyzed total net sales by classes of customers. In many cases, however, particularly for petroleum and its products, the amount under this heading represents net sales with certain deductions, such as: sales, turn-over, gasoline and other commodity taxes and, in some instances, receipts from services.

SALES TO RETAILERS.--Every reporting establishment was requested to report the actual amount of goods sold to retailers for resale. For the purpose of this inquiry the term retailer is used as described in the census of Retail Distribution.1/ The term "sales to retailers" presumably excludes purchases made by retailers of such items as machinery, equipment or supplies which are bought for use in the conduct of the business, rather than for re-sale.

SALES TO HOUSEHOLD CONSUMERS.--The amount reported under this classification represents sales of wholesale establishments at retail.1/

SALES TO INDUSTRIAL USERS.--These are sales made by wholesale establishments to manufacturers, oil well companies, mine operators, railroads, public utilities, institutions, etc. They consist largely of goods bought for business use, such as machinery, equipment, supplies and raw materials, rather than for resale in the same form.

SALES TO WHOLESALE ORGANIZATIONS.--Under this inquiry each wholesale establishment was asked to report sales to other wholesale establishments as defined above. The data under this item show the amount of duplication in wholesale trade, i. e., the extent to which goods are sold by one wholesale establishment to another involving two or more wholesaling transactions relating to identical products.

EXPORT SALES TO BUYERS IN FOREIGN COUNTRIES.--As the term indicates, the amount represents sales to buyers who do not maintain established places of business in the United States. It is the domestic value of goods purchased from wholesale establishments for export.

1/ For definition of retail terms, see Census of Business: 1935, Retail Distribution, Volume I.

TYPES OF OPERATION

In presenting the data, wholesale establishments have been divided, according to type of establishment or the nature of the functions performed, into six groups as described below. Establishments engaged in more than one type of operation are classified according to their major activity in 1935.

1. Full-Service and Limited-Function Wholesalers.--The first of the six functional type groups consists of service and limited-function wholesalers including exporters, importers and industrial distributors--establishments engaged in buying and selling goods on their own account, and largely independent in ownership. Establishments in this classification usually stock the goods which they distribute, and sell primarily to retailers, although some handle goods which are sold chiefly to industrial users.

The leading type of establishment in this group is the conventional wholesale merchant, who accounts for 88 percent of the establishments and 82 percent of net sales. The term covers most full-function wholesalers operating primarily in the domestic market. They buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. Although they sell primarily to retailers, substantial quantities of merchandise are sold by them to industrial and commercial users, (such as restaurants, hotels, institutions, public utilities and manufacturers) and to other wholesalers.

For census purposes no distinction is made between wholesale merchant and jobber.

2. Manufacturers' Sales Branches (with stocks).--This classification consists of wholesale outlets owned and operated by manufacturers, apart from their plants, primarily for the purposes of carrying stocks, selling and delivering their own products. Sales of manufacturers' sales branches include bookings (sales for direct delivery from plant) as well as sales from stocks at the branches. Subsidiary sales corporations of manufacturers have been classified as full-service and limited-function wholesalers rather than manufacturers' sales branches.

3. Manufacturers' Sales Offices (without stocks).--The third type of operation consists of establishments maintained by manufacturers, apart from their plants, for the purpose of selling their products. Sales offices are distinguished from sales branches by the fact that they do not include facilities for the physical storage, handling and delivery of merchandise.

4. Bulk Tank Stations.--Bulk tank stations are wholesale establishments engaged primarily in storing and distributing gasoline, oil and other petroleum products. The classification includes bulk stations servicing retail filling stations owned by the same organization, as well stations selling to independent retailers or industrial users. It embraces stations independently owned and operated, chain-operated stations, and commission stations owned by chains but operated by managers with a proprietary interest.

5. Agents and Brokers (functional middlemen).--The fifth type group includes middlemen who negotiate purchases and/or sales in domestic or foreign trade, but who do not, as a rule, take title to the goods. A chief additional function is to furnish marketing information. They commonly receive their remuneration in the form of commissions or fees. This classification includes auction companies, merchandise brokers, commission merchants, export agents, import agents, manufacturers' agents, selling agents, purchasing agents, and resident buyers.

6. Assemblers.--The sixth group includes establishments engaged primarily in the purchase or sale of farm products at local producing points or in cities convenient to producing regions. The emphasis is on the buying phase, since it is the principal function of these organizations to assemble and concentrate farm products, which are produced on a relatively small scale, into quantities large enough for economical shipment and commercial handling. Most assemblers operate in what may be termed the local growers' markets. The classification includes firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. Under this heading are included cream stations, cooperative marketing associations, grain elevators, packers and shippers of fruits and vegetables and sea foods, as well as other country buyers of farm products.

CLASSIFICATION BY KINDS OF BUSINESS

Based on experience with previous censuses, all wholesale establishments have been divided into 29 kind-of-business groups. These groups comprise 142 minor or detailed classifications. In arranging the classifications, three factors were considered:

1. The way in which certain goods are distributed, namely, the Channels of Distribution.

2. The Source of Supply of the commodity or commodities under consideration.

3. The Utilization of the commodity by those who purchase it from the reporting firm.

To illustrate, soap powder used for household consumption is included among groceries, since the great bulk of such merchandise is handled through grocery channels. This classification obviously follows the first basis mentioned, namely, channels of distribution. Hides and skins, on the other hand, are classified under "farm products-raw materials" on the basis of their source of supply. Similarly, fruits and vegetables are classified under "farm products-consumer goods". Shoes are classified under "clothing and furnishings" because of the way in which they are utilized.

In some cases it was necessary to combine two or three of the bases mentioned. For example, stoves and ranges are classified as "plumbing and heating equipment and supplies", partly because they are distributed through plumbing channels but largely because they are used for heating purposes, so that both the channels of distribution and utilization of the products are followed in this case.

To assist in determining the proper classification of establishments, each respondent was requested to give the usual name or designation by which the business was known to the trade or public. In addition, he was asked to name the principal lines of merchandise sold or handled, in the order of their importance, based upon net sales for 1935. The information supplied in reply to these inquiries, together with the analysis of sales by commodities, served to determine the proper kind-of-business classification for the establishment. In general, the major kind-of-business classification was arrived at through the trade designation, while the lines of merchandise or commodities handled determined the more detailed classification. Establishments engaged in more than one kind of business were classified according to the line that predominated during the year 1935.

Although kind of business is predicated in part upon the commodities handled, sales of any given kind of business are not to be confused with the sales of the commodities themselves, as most establishments handle more than a single commodity or line of merchandise. For example, wholesale grocers frequently sell drug items, paper goods and tobacco products while hardware wholesalers sell automotive parts, wiring supplies, sporting goods or radios. (An analysis of sales by commodities is presented in Volume VIII.)

EXPLANATION OF TABLES.--An explanation of the tables is found on the blue divider sheets as follows:

Table 6.--"Credit Sales", Page 21
Table 7.--"Distribution of Sales by Classes of Customers", Page 43

DISCLOSURE OF INDIVIDUAL OPERATIONS.--The confidential nature of the material requires the withholding of some information to avoid disclosing individual operations. In general, figures are withheld when they represent fewer than three establishments or ownerships. In some cases it has been necessary also to withhold data for a larger number of establishments to protect deleted information from disclosure.

GEOGRAPHIC DIVISIONS - COMPOSITION BY STATES

In presenting the data by geographic divisions, the States have been grouped in accordance with the Census of Population as follows:

NEW ENGLAND
- Connecticut
- Maine
- Massachusetts
- New Hampshire
- Rhode Island
- Vermont

MIDDLE ATLANTIC
- New Jersey
- New York
- Pennsylvania

EAST NORTH CENTRAL
- Illinois
- Indiana
- Michigan
- Ohio
- Wisconsin

WEST NORTH CENTRAL
- Iowa
- Kansas
- Minnesota
- Missouri
- Nebraska
- North Dakota
- South Dakota

SOUTH ATLANTIC
- Delaware
- District of Columbia
- Florida
- Georgia
- Maryland
- North Carolina
- South Carolina
- Virginia
- West Virginia

EAST SOUTH CENTRAL
- Alabama
- Kentucky
- Mississippi
- Tennessee

WEST SOUTH CENTRAL
- Arkansas
- Louisiana
- Oklahoma
- Texas

MOUNTAIN
- Arizona
- Colorado
- Idaho
- Montana
- Nevada
- New Mexico
- Utah
- Wyoming

PACIFIC
- California
- Oregon
- Washington

WHOLESALE DISTRIBUTION: 1935

VOLUME VII

SECTION ONE

TABLE 6.--CREDIT SALES

The extent to which full-service and limited-function wholesalers and manufacturers' sales branches engage in selling on a credit basis is shown in Table 6. The information is presented in summary for the United States for the two type-groups by 142 kinds of business. For the 9 geographic divisions and 13 largest cities, the data are shown by 29 kind-of-business groups, for full-service and limited-function wholesalers only. The statistics contained in this table indicate the degree to which these types of wholesale establishments perform the functions of financing business by extending credit to retailers, to industrial users, and to other wholesale organizations to which they sell.

Since some of the wholesale establishments did not operate on a credit basis and others failed to report on this item, data on credit sales are presented in Table 6 only for the establishments for which credit information is available. In the first two columns of the table are shown the number and net sales for all establishments, including also those selling entirely for cash and others which failed to report definitely whether they sold for cash or credit. The remaining columns relate only to establishments reporting credit sales for 1935. For these establishments, the number, net sales (cash and credit) and the amount of credit sales are given together with the percent of credit business.

Data for the different areas appear as follows:

	Page		Page
United States Summary	23	Baltimore	35
		Boston	35
Geographic Divisions:		Buffalo	36
New England	30	Chicago	36
Middle Atlantic	30	Cleveland	37
East North Central	31	Detroit	37
West North Central	31	Los Angeles	38
South Atlantic	32	Milwaukee	38
East South Central	32	New York City	39
West South Central	33	Philadelphia	39
Mountain	33	Pittsburgh	40
Pacific	34	St. Louis	40
		San Francisco	41

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
				Sales (cash and credit)	Credit sales	
	Number	Net sales (add 000)	Number	(add 000)	Amount (add 000)	Percent
UNITED STATES TOTAL	88,931	$17,661,691	62,086	$13,650,448	$11,123,208	81.5
Amusement and Sporting Goods	1,068	117,045	672	80,418	68,116	84.7
Cameras and motion picture eqpt. and epls.	74	4,897	50	4,389	3,573	81.4
Moving picture films	191	38,268	23	10,566	10,065	95.3
Sporting goods (full line)	134	17,020	113	16,170	12,928	80.0
Toys, novelties and fireworks	461	35,393	334	31,568	26,325	83.4
All other	208	21,467	152	17,725	15,225	85.9
Automotive	5,672	780,424	4,331	600,647	347,229	57.8
Automobiles and other motor vehicles	399	378,726	269	256,513	93,683	36.5
Automotive equipment	4,840	349,186	3,740	297,238	214,750	72.2
Tires and tubes	433	52,512	322	46,896	38,796	82.7
Beer, Wines and Liquors	5,496	698,511	2,965	514,173	343,779	66.9
Beer and other fermented malt liquors	4,016	281,259	1,891	173,882	88,805	51.1
Wines and liquors	1,480	417,252	1,074	340,291	254,974	74.9
Chemicals and Paints	1,426	275,301	1,123	225,146	199,572	88.6
Dyestuffs	57	15,816	42	12,867	12,829	99.7
Explosives	26	1,615	20	1,406	1,282	91.2
Industrial chemicals	204	80,310	169	67,050	63,089	94.1
Naval stores	36	33,148	27	24,068	15,030	62.4
Paints and varnishes	772	66,328	650	54,305	44,904	82.7
All other	331	78,084	215	65,450	62,438	95.4
Clothing and Furnishings	3,960	648,881	3,342	604,385	571,567	94.6
Clothing and/or furnishings (full line)	574	65,505	441	56,944	50,886	89.4
Men's and boys'	1,001	117,443	803	102,854	94,764	92.1
Women's and children's	1,085	233,602	968	223,376	215,495	96.5
Furs, dressed and fur clothing	277	33,093	235	30,527	28,059	91.9
Hosiery	202	35,657	173	34,012	31,647	93.0
Millinery and millinery supplies	360	42,161	305	39,391	37,624	95.5
Shoes and other footwear	461	121,420	417	117,281	113,092	96.4
Coal and Coke	773	368,695	620	321,996	297,464	92.4
Drugs (full line)	295	324,113	248	254,960	221,173	86.7
Drugs and Drug Sundries (specialty lines)	1,268	123,469	772	86,928	77,858	89.6
Drug specialties	342	29,554	224	22,202	18,297	82.4
Patent medicines	215	21,995	128	9,650	8,982	93.1
Toilet articles and preparations	426	40,671	245	25,945	24,217	93.3
All other	285	31,249	175	29,131	26,362	90.5
Dry Goods (full line)	306	265,724	269	242,178	226,833	93.7
Dry Goods (specialty lines)	3,301	719,676	2,842	687,623	668,244	97.2
Notions	915	96,778	777	88,393	85,659	96.9
Piece goods	1,873	593,867	1,693	572,379	559,391	97.7
All other	513	29,031	372	26,851	23,194	86.4
Electrical Goods	2,438	576,542	2,073	525,313	446,419	85.0
Electrical merchandise (full line)	419	184,233	408	173,895	160,127	92.1
Apparatus and equipment	199	20,931	146	17,815	15,309	85.9
Wiring supplies and construction material	734	76,859	633	69,029	60,564	87.7
Radios, refrigerators and appliances	1,086	294,519	886	264,574	210,419	79.5

(continued on next page)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
Farm Products - raw materials	2,199	$1,562,487	1,274	$579,745	$473,318	81.6
Cotton	263	518,244	36	46,078	28,525	61.9
Grain	474	483,949	242	109,633	69,242	63.2
Hides, skins and furs (raw)	874	189,342	609	132,302	108,349	81.9
Horses and mules	9	1,056	2	530	184	34.7
Livestock	26	2,557	18	2,400	1,359	56.6
Silk (raw)	16	67,393	16	67,393	64,931	96.3
Tobacco (leaf)	224	73,938	141	43,570	38,824	89.1
Wool and mohair	135	156,173	96	128,208	121,593	94.8
All other	178	69,835	114	49,631	40,311	81.2
Farm Products - consumer goods	11,188	1,941,059	7,375	1,548,722	1,144,470	73.9
Dairy products	2,178	427,966	1,335	309,219	219,884	71.1
Poultry and poultry products	1,778	230,602	976	164,875	130,828	79.3
Dairy and poultry products	1,019	304,576	722	267,672	218,740	81.7
Fruits and vegetables (fresh)	6,164	972,532	4,313	803,334	572,421	71.3
All other	49	5,383	29	3,622	2,597	71.7
Farm Supplies	1,433	281,731	953	176,499	114,160	64.7
Feed	951	149,087	620	89,173	57,164	64.1
Fertilizer	78	32,015	45	13,032	4,960	38.1
Seeds	354	90,759	257	71,030	50,217	70.7
All other	50	9,870	31	3,264	1,819	55.7
Furniture and House Furnishings	1,959	243,457	1,454	212,405	191,768	90.3
China, glassware and crockery	321	33,497	235	29,537	27,492	93.1
Floor coverings	366	89,021	317	83,960	76,796	91.5
Furniture (household and office)	375	38,164	262	31,033	25,493	82.1
House furnishings (except as specified)	784	69,327	546	56,766	52,717	92.9
Musical instruments and sheet music	113	13,448	94	11,109	9,270	83.4
General Merchandise	209	361,647	180	247,721	151,340	61.1
Groceries (full line)	3,833	1,953,762	2,869	1,576,885	1,236,561	78.4
Groceries and Foods (specialty lines)	12,156	1,682,961	7,849	1,312,542	1,048,805	79.9
Canned goods	291	77,222	196	66,158	57,009	86.2
Coffee, tea and spices	964	220,488	714	159,300	142,457	89.4
Confectionery	2,070	111,867	1,307	86,913	57,098	65.7
Fish and sea foods	1,285	120,054	849	103,934	86,186	82.9
Flour	505	77,909	346	56,719	44,415	78.3
Meats and meat products	2,218	441,852	1,600	362,367	292,980	80.9
Soft drinks	429	20,815	150	7,583	4,189	55.2
Sugar	126	62,382	93	44,352	35,173	79.3
Other foods and grocery specialties	4,268	550,372	2,594	425,216	329,298	77.4
Hardware	1,129	428,249	977	388,065	344,915	88.9
Hardware (full line)	610	387,020	546	353,331	314,194	88.9
Hardware (specialty lines)	519	41,229	431	34,734	30,721	88.4
Jewelry and Optical Goods	1,801	180,685	1,319	153,862	138,213	89.8
Jewelry (full line)	224	42,107	172	38,596	32,477	84.1
Clocks and watches	160	29,198	113	25,124	23,785	94.7
Diamonds and other precious stones	274	27,732	206	23,112	20,634	89.3
Other jewelry specialties	758	53,834	525	44,041	40,101	91.1
Optical goods	385	27,814	303	22,989	21,216	92.3

(continued on next page)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935 UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
Lumber and Construction Materials	2,817	$491,857	2,246	$395,592	$359,658	90.9
Builders' supplies (full line)	504	76,051	442	61,988	54,486	87.9
Lumber and millwork	1,597	339,092	1,200	268,856	246,834	91.8
Brick, tile and terra cotta	119	8,732	104	7,565	6,689	88.4
Cement, lime and plaster	130	18,956	120	16,482	14,846	90.1
Glass	262	21,638	230	19,825	17,600	88.8
Sand, gravel and crushed stone	110	10,257	83	8,616	7,552	87.7
All other	95	17,131	67	12,260	11,651	95.0
Machinery, Equipment and Supplies	7,198	835,647	5,672	720,723	648,581	90.0
Commercial machinery, equipment & supplies						
Office (except furniture)	194	14,308	148	9,687	7,700	79.5
Store, restaurant and hotel	673	44,860	467	38,571	31,672	82.1
All other	68	5,195	51	4,510	3,306	73.3
Farm and dairy machinery and equipment	336	45,250	256	40,081	33,643	83.9
Industrial equipment and supplies						
Industrial (full line)	189	79,828	168	72,236	67,857	93.9
Belting, hose and packing	168	12,281	142	10,435	9,677	92.7
Power transmission equipment	66	6,778	56	4,933	4,364	88.5
Rope, cordage and twine	56	14,087	44	12,806	11,915	93.0
All other	1,028	102,508	839	92,234	84,938	92.1
Industrial machinery						
Construction (including road building)	277	53,831	199	43,245	39,149	90.5
Machine tools	79	10,689	64	9,729	9,160	94.2
Mining and quarrying	87	11,184	64	8,865	7,792	87.9
Oil well and oil refining	759	152,273	621	131,939	126,624	96.0
Power plant	65	5,806	49	5,023	4,643	92.4
Textile	48	5,149	38	4,611	4,271	92.6
Used machinery and equipment	192	11,851	119	9,031	6,792	75.2
All other	354	24,292	281	19,437	16,301	83.9
Professional equipment and supplies						
Dental	256	23,202	217	21,069	17,410	82.6
Surgical, medical and hospital	203	26,033	170	22,194	19,889	89.6
All other	252	30,121	203	23,836	21,429	89.9
Service equipment and supplies						
Barber and beauty parlor	645	38,348	510	34,728	28,605	82.4
Laundry	138	21,768	123	20,002	18,609	93.0
Upholsterers'	200	25,636	178	24,885	22,255	89.4
All other	623	34,516	477	25,460	22,203	87.2
Transportation equipment and supplies						
Aircraft and aeronautical	15	1,445	8	811	321	39.6
Railroad	33	16,588	28	15,536	14,776	95.1
Boats (including motor, sail and steam)	71	5,447	61	5,051	4,259	84.3
All other	123	12,373	91	9,778	9,021	92.3
Metals and Metal Work (except scrap)	810	281,996	641	156,715	147,241	94.0
Iron and steel (except structural)	345	114,884	283	68,351	64,176	93.9
Structural iron and steel	93	18,965	77	16,635	15,968	96.0
Wire, wire fence and wire rope	61	7,759	49	6,626	6,245	94.2
Copper	19	4,635	17	4,306	4,177	97.0
Sheet metal products	179	40,243	141	31,828	29,558	92.9
All other	113	95,510	74	28,969	27,117	93.6
Paper and Its Products	2,549	408,935	2,111	361,893	332,477	91.9
Wrapping or coarse paper and products	1,572	291,576	1,325	255,266	236,535	92.7
Fine or printing and writing paper	211	62,540	190	59,392	56,463	95.1
Stationery and stationery supplies	504	38,209	405	33,519	29,811	88.9
Wall paper	262	16,610	191	13,716	9,668	70.5
Petroleum and Its Products	674	132,399	464	105,529	84,259	79.8

(continued on next page)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
Plumbing and Heating Equipment and Supplies	1,743	$243,173	1,454	$210,626	$184,497	87.6
Plumbing and heating (full line)	508	119,862	463	106,524	95,310	89.5
Heating (including stoves and ranges)	224	24,682	182	19,341	16,411	84.9
Plumbing fixtures, equipment and supplies	865	88,465	701	77,219	66,560	86.2
All other	146	10,164	108	7,542	6,216	82.4
Tobacco and Its Products (except leaf)	2,253	783,368	1,529	638,659	419,637	65.7
Waste Materials	4,793	399,664	1,655	272,618	241,041	88.4
Iron and steel scrap	1,456	166,181	476	108,830	97,729	89.8
Junk and scrap (full line)	1,537	79,537	462	51,568	40,292	78.1
Waste paper, rags and rubber	1,578	125,994	668	101,502	93,907	92.5
Nonferrous metals	222	27,952	49	10,718	9,113	85.0
All Other Products	4,184	550,233	2,807	447,880	394,013	88.0
Books, periodicals and newspapers	636	108,550	459	87,365	78,682	90.1
Flowers and nursery stock	539	25,124	289	22,079	15,387	69.7
Forest products (except lumber)	550	80,373	333	67,940	65,759	96.8
Leather and leather goods	1,057	104,873	828	91,550	84,122	91.9
Oils and greases (animal and vegetable)	77	43,212	52	31,943	15,777	49.4
Rubber (crude)	27	62,436	23	42,626	37,773	88.6
Textiles and materials other than dry goods	305	35,445	213	25,963	23,223	89.4
Yarns	175	41,562	155	40,689	39,241	96.4
Miscellaneous kinds of business	818	48,658	455	37,725	34,049	90.3

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935 UNITED STATES SUMMARY

TABLE 6—CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks) BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
UNITED STATES TOTAL	11,634	$7,446,014	9,397	$6,232,227	$5,143,453	82.5
Amusement and Sporting Goods	241	102,090	176	59,235	42,176	71.2
Moving picture films	93	42,408	34	24,880	12,552	50.5
Sporting goods (full line)	58	14,863	57	x	x	90.3
Toys, novelties and fireworks	16	4,838	14	x	x	87.6
All other	74	39,981	71	17,972	14,866	82.7
Automotive	896	1,261,865	775	1,150,995	501,534	43.6
Automobiles and other motor vehiclee	432	1,006,177	417	966,947	321,113	33.2
Automotive equipment	193	46,950	171	36,764	34,771	94.6
Tires and tubes	271	208,738	187	147,284	145,650	98.9
Beer, Wines and Liquors	377	265,812	281	218,393	189,399	86.7
Beer and other fermented malt liquore	261	68,275	178	52,942	36,704	69.3
Wines and liquors	116	197,537	103	165,451	152,695	92.3
Chemicals and Paints	561	427,535	495	399,843	385,660	96.5
Dyestuffs	33	33,614	28	30,104	29,949	99.5
Explosives	43	32,377	43	32,377	32,120	99.2
Industrial chemicals	73	122,582	68	122,268	113,754	93.0
Paints and varnishes	265	168,189	243	157,094	152,030	96.8
All other	147	70,773	113	58,000	57,807	99.7
Clothing and Furnishings	345	282,163	282	262,686	260,004	99.0
Clothing and/or furnishings	20	8,917	17	8,339	8,175	98.0
Men's and boys'	137	98,279	105	89,707	87,753	97.8
Women's and children's	103	47,808	85	39,195	39,117	99,8
Furs, dressed and fur clothing	5	622	5	622	604	97.1
Hosiery	14	13,550	10	12,290	12,045	98.0
Millinery and millinery supplies	11	1,320	7	1,262	1,218	96.5
Shoes and other footwear	55	111,667	53	111,271	111,092	99.8
Coal and Coke	10	8,331	9	8,312	5,964	71.8
Drugs and Drug Sundries	270	128,468	167	107,452	105,804	98.5
Drug specialties	115	73,163	100	63,495	62,453	98.4
Patent medicines	38	23,391	23	18,385	17,958	97.7
Toilet articles and preparations	99	27,153	30	20,899	20,753	99.3
All other	18	4,761	14	4,673	4,640	99.3
Dry Goods	208	180,322	185	163,102	161,112	98.8
Electrical Goods	428	349,819	353	238,977	230,331	96.4
Farm Products - consumer goods	327	71,570	261	55,160	35,360	64.1
Farm Supplies	74	31,785	62	28,403	9,142	32.2
Feed	30	2,904	27	2,455	1,600	65.2
Fertilizer	39	28,409	30	25,476	7,073	27.8
All other	5	472	5	472	469	99.4
Furniture and House Furnishings	250	78,959	202	66,296	64,516	97.3
Floor coverings	50	28,443	48	25,040	24,988	99.8
Furniture (household and office)	121	32,292	85	23,749	23,375	98.4
House furnishings (except as specified)	72	15,867	65	15,585	14,592	93.6
All other	7	2,357	4	1,922	1,561	81.2
Groceries and Foods (specialty lines)	3,102	2,252,166	2,670	1,880,502	1,650,092	87.7
Canned goods	230	161,838	120	119,688	102,413	85.6
Coffee, tea and spices	14	12,338	13	x	x	98.4

(continued on next page)

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935 UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks) BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
				Sales (cash and credit)	Credit sales	
	Number	Net sales (add 000)	Number	(add 000)	Amount (add 000)	Per-cent
Groceries and Foods (specialty lines) (continued)						
Confectionery	81	$37,096	21	$8,871	$8,185	92.3
Flour	165	122,086	141	109,927	79,411	72.2
Meats and meat products	937	1,080,929	895	1,038,167	939,827	90.5
Soft drinks	31	6,843	24	x	x	39.2
Other food and grocery specialties	1,644	831,036	1,456	587,439	507,844	86.5
Hardware	62	18,327	37	7,895	7,770	98.4
Jewelry and Optical Goods	249	91,458	44	69,754	67,710	97.1
Jewelry	43	72,507	29	67,468	65,732	97.4
Optical goods	206	18,951	15	2,286	1,978	86.5
Lumber and Construction Materials	261	112,792	191	88,623	84,836	95.7
Builders' supplies (full line)	45	32,474	18	18,654	18,514	99.2
Lumber and millwork	38	13,186	34	12,330	12,039	97.6
Brick, tile and terra cotta	44	5,403	42	5,092	4,521	88.8
Cement, lime and plaster	27	11,452	18	10,299	9,024	87.6
Sand, gravel and crushed stone	4	118	--	--	--	--
All other	103	50,159	79	42,248	40,738	96.4
Machinery, Equipment and Supplies	2,642	693,362	2,143	587,865	521,289	88.7
Commercial mchnry., eqpt., and spls.						
Office (except furniture)	955	108,920	717	80,875	58,083	71.8
Store, restaurant and hotel	81	18,935	65	17,894	17,118	95.7
Farm and dairy machinery and equipment	252	193,308	227	181,873	148,411	81.6
Industrial equipment and supplies						
Industrial (full line)	7	3,693	6	x	x	94.4
Belting, hose and packing	51	26,869	42	25,736	25,633	99.6
Power transmission equipment	81	7,206	75	9,057	8,651	95.4
Rope, cordage and twine	18	6,863	14	5,013	4,976	99.3
All other	316	95,162	262	81,329	77,473	95.3
Industrial machinery						
Construction (including road building)	81	18,645	58	14,706	14,164	96.3
Machine tools	21	7,369	8	2,740	2,737	99.9
Mining and quarrying	52	22,179	52	22,179	21,981	99.1
Oil well and oil refining	150	28,038	127	24,206	23,491	97.0
Power plant	9	5,919	8	x	x	99.2
Textile	20	16,068	4	1,882	1,880	99.9
All other	91	41,422	79	28,785	27,945	97.1
Professional equipment and supplies						
Dental	38	11,220	37	x	x	91.0
Surgical, medical and hospital	117	18,869	89	15,966	15,693	98.3
All other	24	3,789	23	x	x	98.8
Service equipment and supplies						
Barber and beauty parlor	18	3,598	17	x	x	99.1
Laundry	50	14,871	31	10,958	10,646	97.2
Upholsterers'	43	6,192	43	6,192	5,788	93.5
All other	158	31,316	144	30,018	29,501	98.3
Transportation equipment and supplies	9	2,911	5	1,708	1,694	99.2
Metals and Metal Work (except scrap)	271	243,350	189	155,981	152,828	98.0
Iron and steel (except structural)	110	108,011	63	65,067	64,417	99.0
Structural iron and steel	43	22,063	22	x	x	85.5
Wire, wire fence and wire rope	50	27,282	42	26,376	26,325	99.8
Sheet metal products	23	19,350	22	x	x	98.5
Other metals and metal work	45	66,644	40	30,595	30,548	99.8
Paper and Its Products	206	150,420	154	102,934	97,848	95.1

(continued on next page)

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks) BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
Petroleum and Its Products	56	$18,175	50	$16,708	$15,229	91.1
Plumbing and Heating Equipment and Supplies	367	102,251	320	93,927	90,836	96.7
Tobacco and Its Products (except leaf)	65	407,526	61	316,849	314,651	99.3
All Other Products	366	167,468	290	152,335	149,362	98.0
Books, periodicals and newspapers	48	19,531	36	12,479	12,379	99.2
Forest products (except lumber)	39	12,170	36	x	x	99.3
Leather and leather goods	90	59,745	80	56,169	55,873	99.5
Oils and greases (animal and vegetable)	29	29,639	22	28,267	27,659	97.8
Textiles and materials other than dry goods	25	19,389	24	x	x	96.0
Yarns	17	18,915	15	18,908	18,836	99.6
Miscellaneous kinds of business	118	8,079	77	5,628	4,570	81.2

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS
For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
NEW ENGLAND STATES						
TOTAL	6,192	$1,261,936	4,662	$1,020,658	$891,810	87.4
Amusement and Sporting Goods	73	4,598	47	3,181	2,326	73.1
Automotive	314	52,882	250	31,776	19,293	60.7
Beer, Wines and Liquors	307	68,866	216	51,921	43,924	84.6
Chemicals and Paints	119	x	92	16,436	15,112	91.9
Clothing and Furnishings	302	42,626	281	41,613	40,456	97.2
Coal and Coke	66	81,173	55	70,929	67,112	94.6
Drugs (full line)	23	x	17	13,757	12,417	90.3
Drugs and Drug Sundries (specialty lines)	53	x	34	1,683	1,470	87.3
Dry Goods (full line)	18	5,895	17	x	x	94.5
Dry Goods (specialty lines)	156	x	131	17,962	17,344	96.6
Electrical Goods	195	x	176	31,604	26,681	84.4
Farm Products - raw materials	133	x	92	109,365	104,665	95.7
Farm Products - consumer goods	769	139,081	576	116,339	89,074	76.6
Farm Supplies	47	12,473	27	10,074	9,109	90.4
Furniture and House Furnishings	115	16,534	95	14,682	12,578	85.7
General Merchandise	8	1,728	7	x	x	73.6
Groceries (full line)	172	95,247	134	75,702	66,274	87.5
Groceries and Foods (specialty lines)	924	154,234	676	123,401	109,928	89.1
Hardware	75	16,132	64	12,994	11,125	85.6
Jewelry and Optical Goods	105	x	88	8,099	7,414	91.5
Lumber and Construction Materials	147	29,690	112	21,040	20,176	95.9
Machinery, Equipment and Supplies	461	39,639	359	32,452	29,211	90.0
Metals and Metal Work (except scrap)	50	x	40	7,546	6,762	89.6
Paper and its Products	263	34,644	228	32,071	29,527	92.1
Petroleum and its Products	40	x	23	3,196	2,190	68.5
Plumbing and Heating Eqpt. and Spls.	169	20,374	141	18,696	16,198	86.6
Tobacco and its Products (except leaf)	198	71,812	140	60,472	42,929	71.0
Waste Materials	455	40,757	211	32,508	30,840	94.9
All Other	435	60,443	333	53,794	51,055	94.9
MIDDLE ATLANTIC STATES						
TOTAL	28,402	$5,970,160	21,053	$4,869,023	$4,195,832	86.2
Amusement and Sporting Goods	400	58,951	278	40,736	35,756	87.8
Automotive	1,001	183,010	803	139,667	96,912	69.4
Beer, Wines and Liquors	1,480	190,083	597	144,928	116,776	80.6
Chemicals and Paints	465	139,280	364	120,841	114,832	95.0
Clothing and Furnishings	2,134	390,211	1,817	370,340	351,112	94.8
Coal and Coke	270	120,559	219	111,514	100,594	90.2
Drugs (full line)	39	52,734	34	37,362	32,144	86.0
Drugs and Drug Sundries (specialty lines)	497	59,314	344	43,708	40,771	93.3
Dry Goods (full line)	64	39,084	57	31,579	26,250	83.1
Dry Goods (specialty lines)	2,541	633,234	2,228	607,612	593,872	97.7
Electrical Goods	729	191,295	608	169,531	150,610	88.8
Farm Products - raw materials	835	313,356	685	235,596	211,165	89.6
Farm Products - consumer goods	2,937	694,549	2,260	571,447	452,113	79.1
Farm Supplies	211	48,986	137	24,458	14,624	59.8
Furniture and House Furnishings	1,035	126,503	812	112,842	102,196	90.6
General Merchandise 1/	54	227,599	46	126,254	44,731	35.4
Groceries (full line)	446	337,523	319	267,426	228,567	85.5
Groceries and Foods (specialty lines)	3,055	554,672	2,273	445,286	379,544	85.2
Hardware	368	73,190	320	67,714	59,203	87.4
Jewelry and Optical Goods	1,055	102,672	726	85,674	78,553	91.7
Lumber and Construction Materials	730	120,759	607	97,249	88,254	90.8
Machinery, Equipment and Supplies	2,052	206,711	1,564	173,885	155,654	89.5
Metals and Metal Work (except scrap)	287	158,900	230	58,488	54,631	93.4
Paper and its Products	1,102	158,031	918	135,730	126,976	93.6
Petroleum and its Products	133	34,470	101	29,678	25,695	86.6
Plumbing and Heating Eqpt. and Spls.	682	87,475	590	80,678	67,423	83.6
Tobacco and its Products (except leaf)	643	234,255	433	191,035	138,358	72.4
Waste Materials	1,553	123,418	555	90,234	83,003	92.0
All Other	1,604	309,336	1,128	257,531	225,513	87.6

X Figures withheld to avoid disclosure of individual operations. 1/ Low credit ratio due primarily to a few large exporter-importer establishments.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6 --CREDIT SALES

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per cent
EAST NORTH-CENTRAL STATES						
TOTAL	18,268	$3,308,122	11,853	$2,579,155	$2,000,618	77.6
Amusement and Sporting Goods	175	14,025	107	8,728	6,648	76.2
Automotive	1,416	198,880	1,018	155,660	70,374	45.2
Beer, Wines and Liquors	1,324	157,125	718	108,122	60,555	56.0
Chemicals and Paints	332	39,538	265	28,078	23,790	84.7
Clothing and Furnishings	569	73,806	442	65,392	60,809	93.0
Coal and Coke	228	100,620	186	84,234	78,028	92.6
Drugs (full line)	50	61,157	38	49,376	41,858	84.8
Drugs and Drug Sundries (specialty lines)	249	26,758	134	21,903	18,951	86.5
Dry Goods (full line)	27	70,764	24	67,518	65,487	97.0
Dry Goods (specialty lines)	257	28,355	195	26,077	23,916	91.7
Electrical Goods	535	129,400	437	116,145	94,666	81.5
Farm Products - raw materials	260	142,083	128	55,345	41,698	75.3
Farm Products - consumer goods	2,616	449,861	1,565	353,169	250,787	71.0
Farm Supplies	281	55,488	180	33,044	19,278	58.3
Furniture and House Furnishings	330	36,752	196	29,554	26,509	89.7
General Merchandise	37	25,212	33	24,809	22,995	92.7
Groceries (full line)	676	360,426	399	289,573	209,651	72.4
Groceries and Foods (specialty lines)	2,626	309,469	1,559	239,443	182,934	76.4
Hardware	200	87,041	160	81,169	74,742	92.1
Jewelry and Optical Goods	261	30,893	187	27,267	23,248	85.3
Lumber and Construction Materials	620	99,877	494	84,278	78,181	92.8
Machinery, Equipment and Supplies	1,422	162,345	1,106	136,307	120,789	88.6
Metals and Metal Work (except scrap)	194	62,908	164	50,602	48,831	96.5
Paper and its Products	485	99,786	395	90,856	84,088	92.6
Petroleum and its Products	152	39,895	120	25,760	17,576	68.2
Plumbing and Heating Eqpt. and Spls.	361	50,507	284	37,863	33,803	89.3
Tobacco and its Products (except leaf)	551	181,765	369	138,699	83,355	60.1
Waste Materials	1,305	135,049	467	88,330	82,737	93.7
All Other	729	78,337	483	61,854	54,334	87.8
WEST NORTH-CENTRAL STATES						
TOTAL	7,794	$1,761,710	4,964	$1,230,557	$976,303	79.3
Amusement and Sporting Goods	79	x	34	3,009	2,143	71.2
Automotive	749	92,782	495	63,476	36,945	58.2
Beer, Wines and Liquors	653	69,008	383	52,304	31,809	60.8
Chemicals and Paints	137	x	113	12,091	10,458	86.5
Clothing and Furnishings	232	x	199	53,812	51,730	96.1
Coal and Coke	77	31,675	62	28,893	27,289	94.4
Drugs (full line)	32	45,521	27	33,562	28,334	84.4
Drugs and Drug Sundries (specialty lines)	91	5,396	52	4,019	3,371	83.9
Dry Goods (full line)	25	63,380	19	57,194	56,080	98.1
Dry Goods (specialty lines)	39	4,291	28	3,490	3,129	89.7
Electrical Goods	209	x	174	46,627	38,472	82.5
Farm Products - raw materials	205	258,176	63	35,965	24,527	68.2
Farm Products - consumer goods	1,155	194,114	642	138,241	94,770	68.6
Farm Supplies	252	52,599	163	36,300	23,429	64.5
Furniture and House Furnishings	90	17,918	63	13,448	12,488	92.9
General Merchandise	16	24,212	13	23,548	22,276	94.6
Groceries (full line)	380	246,509	310	199,671	161,046	80.7
Groceries and Foods (specialty lines)	939	126,558	539	100,483	77,111	76.7
Hardware	80	68,832	74	56,041	48,767	87.0
Jewelry and Optical Goods	96	6,903	86	6,307	5,557	88.1
Lumber and Construction Materials	258	57,619	208	40,756	36,527	89.6
Machinery, Equipment and Supplies	600	69,646	457	61,504	54,513	88.6
Metals and Metal Work (except scrap)	55	x	40	10,123	9,641	95.2
Paper and its Products	182	x	153	31,902	28,839	90.4
Petroleum and its Products	90	x	58	22,587	19,285	85.4
Plumbing and Heating Eqpt. and Spls.	108	x	94	16,056	15,011	93.5
Tobacco and its Products (except leaf)	231	52,705	131	42,807	22,131	51.7
Waste Materials	469	28,437	105	17,072	13,351	78.2
All Other	265	x	179	19,269	17,274	89.6

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS
For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
SOUTH ATLANTIC STATES						
TOTAL	7,676	$1,378,681	5,208	$1,015,630	$762,385	75.1
Amusement and Sporting Goods	64	x	34	3,418	2,818	82.4
Automotive	478	55,050	384	44,533	29,443	66.1
Beer, Wines and Liquors	388	60,750	246	44,395	24,558	55.3
Chemicals and Paints	108	30,644	73	24,199	15,368	63.5
Clothing and Furnishings	217	x	164	18,511	17,365	93.8
Coal and Coke	53	19,492	42	14,848	13,709	92.3
Drugs (full line)	53	35,202	43	24,355	20,594	84.6
Drugs and Drug Sundries (specialty lines)	98	13,446	57	4,177	3,354	80.3
Dry Goods (full line)	69	31,391	62	28,530	24,941	87.4
Dry Goods (specialty lines)	85	6,327	67	5,956	5,434	91.2
Electrical Goods	226	52,333	195	48,064	42,447	88.3
Farm Products - raw materials	197	x	80	32,658	24,944	76.4
Farm Products - consumer goods	909	101,796	557	80,574	52,663	65.4
Farm Supplies	212	x	140	22,887	14,591	63.8
Furniture and House Furnishings	80	11,038	57	9,379	8,386	89.4
General Merchandise	22	15,682	17	15,040	13,807	91.8
Groceries (full line)	659	232,962	539	188,115	140,219	74.5
Groceries and Foods (specialty lines)	1,519	163,738	954	129,023	91,039	70.6
Hardware	138	x	120	40,079	32,362	80.7
Jewelry and Optical Goods	51	9,363	32	6,160	5,438	88.3
Lumber and Construction Materials	332	45,460	237	36,053	29,937	83.0
Machinery, Equipment and Supplies	482	54,919	379	48,582	43,211	88.9
Metals and Metal Work (except scrap)	51	9,477	39	6,804	6,293	92.5
Paper and its Products	183	30,126	142	25,258	22,026	87.2
Petroleum and its Products	76	x	49	7,477	6,010	80.4
Plumbing and Heating Eqpt. and Spls.	138	26,433	107	18,916	17,112	90.5
Tobacco and its Products (except leaf)	202	78,922	141	60,089	34,506	57.4
Waste Materials	338	26,173	92	13,708	8,503	62.0
All Other	248	20,373	159	13,842	11,307	81.7
EAST SOUTH-CENTRAL STATES						
TOTAL	3,267	$668,320	2,164	$481,188	$366,767	76.2
Amusement and Sporting Goods	17	x	8	627	388	61.9
Automotive	203	16,425	157	13,389	8,846	66.1
Beer, Wines and Liquors	173	23,831	92	17,171	9,121	53.1
Chemicals and Paints	28	x	23	4,032	2,263	56.1
Clothing and Furnishings	87	12,172	72	11,603	10,850	93.5
Coal and Coke	32	9,311	24	7,618	7,432	97.6
Drugs (full line)	27	17,264	22	15,463	13,553	87.6
Drugs and Drug Sundries (specialty lines)	47	2,026	25	1,150	1,012	88.0
Dry Goods (full line)	47	22,195	40	20,619	19,045	92.4
Dry Goods (specialty lines)	22	1,568	18	1,540	1,316	85.5
Electrical Goods	65	x	61	12,609	9,801	77.7
Farm Products - raw materials	141	111,772	48	23,534	16,134	68.6
Farm Products - consumer goods	446	44,897	242	34,916	19,705	56.4
Farm Supplies	67	10,156	49	8,293	4,559	55.0
Furniture and House Furnishings	28	3,431	15	3,352	2,687	80.2
General Merchandise	16	x	14	12,721	10,240	80.5
Groceries (full line)	415	160,897	334	130,985	102,881	78.5
Groceries and Foods (specialty lines)	515	47,489	300	35,445	23,187	65.4
Hardware	60	34,763	55	32,361	28,314	87.5
Jewelry and Optical Goods	13	742	11	x	x	92.7
Lumber and Construction Materials	175	29,267	125	21,566	18,330	85.0
Machinery, Equipment and Supplies	210	27,271	168	24,169	21,473	88.8
Metals and Metal Work (except scrap)	14	x	14	x	x	78.5
Paper and its Products	56	9,384	46	8,516	7,019	82.4
Petroleum and its Products	18	x	8	467	338	72.4
Plumbing and Heating Eqpt. and Spls.	35	7,596	29	7,332	6,601	90.0
Tobacco and its Products (except leaf)	63	19,259	45	16,055	9,114	56.8
Waste Materials	145	11,180	43	7,890	6,033	76.5
All Other	102	6,721	76	4,757	4,065	85.5

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
WEST SOUTH-CENTRAL STATES						
TOTAL	5,758	$1,307,470	3,840	$833,037	$633,152	76.0
Amusement and Sporting Goods	63	5,366	31	2,924	2,376	81.3
Automotive	455	48,902	348	41,565	24,684	59.4
Beer, Wines and Liquors	324	33,117	137	22,602	10,851	48.0
Chemicals and Paints	57	5,800	45	4,879	4,266	87.4
Clothing and Furnishings	81	10,214	73	10,105	9,679	95.8
Coal and Coke	8	x	6	596	536	89.9
Drugs (full line)	30	26,672	29	x	x	85.6
Drugs and Drug Sundries (specialty lines)	68	4,164	32	3,234	2,267	70.1
Dry Goods (full line)	36	22,008	32	20,247	19,295	95.3
Dry Goods (specialty lines)	17	1,707	16	x	x	89.2
Electrical Goods	118	28,356	108	27,147	21,009	77.4
Farm Products - raw materials	200	332,794	49	30,949	14,836	47.9
Farm Products - consumer goods	672	77,511	370	57,757	37,474	64.9
Farm Supplies	139	19,082	96	9,725	6,096	62.7
Furniture and House Furnishings	40	x	34	5,882	5,086	86.5
General Merchandise	18	x	17	x	x	90.3
Groceries (full line)	652	262,264	552	224,545	168,248	74.9
Groceries and Foods (specialty lines)	963	106,457	521	73,537	53,752	73.1
Hardware	69	36,137	62	32,452	29,483	90.9
Jewelry and Optical Goods	36	x	29	2,504	2,122	84.7
Lumber and Construction Materials	175	26,621	141	21,221	18,883	89.0
Machinery, Equipment and Supplies	811	137,831	689	123,328	115,225	93.4
Metals and Metal Work (except scrap)	37	x	24	4,555	3,849	84.5
Paper and its Products	78	12,108	58	9,520	8,378	88.0
Petroleum and its Products	77	9,672	45	9,021	7,616	84.4
Plumbing and Heating Eqpt. and Spls.	74	9,217	63	8,382	7,323	87.4
Tobacco and its Products (except leaf)	131	38,422	83	28,619	12,640	44.2
Waste Materials	181	11,771	49	7,303	4,241	58.1
All Other	148	10,722	101	8,135	5,990	73.6
MOUNTAIN STATES						
TOTAL	2,144	$348,364	1,466	$276,527	$218,279	78.9
Amusement and Sporting Goods	29	1,959	15	1,280	1,006	78.6
Automotive	227	24,437	179	20,079	11,204	55.8
Beer, Wines and Liquors	175	15,587	109	11,143	7,763	69.7
Chemicals and Paints	26	2,218	24	2,172	1,903	87.6
Clothing and Furnishings	31	x	30	x	x	71.9
Coal and Coke	16	x	12	1,498	1,352	90.3
Drugs (full line)	17	x	16	x	x	93.3
Drugs and Drug Sundries (specialty lines)	16	x	8	535	515	96.3
Dry Goods (full line)	6	2,656	5	x	x	95.8
Dry Goods (specialty lines)	4	x	2	x	x	92.5
Electrical Goods	58	x	48	9,992	8,963	89.7
Farm Products - raw materials	76	21,418	34	11,633	6,595	56.7
Farm Products - consumer goods	378	37,729	237	28,301	22,458	79.4
Farm Supplies	57	x	37	5,295	2,192	41.4
Furniture and House Furnishings	18	x	13	3,318	3,049	91.9
General Merchandise	5	x	5	x	x	83.9
Groceries (full line)	172	80,311	124	65,365	56,536	86.5
Groceries and Foods (specialty lines)	276	28,792	158	21,782	15,864	72.8
Hardware	27	x	25	16,681	15,261	91.5
Jewelry and Optical Goods	19	904	19	904	878	97.1
Lumber and Construction Materials	52	10,951	45	9,923	8,873	89.4
Machinery, Equipment and Supplies	169	21,269	129	16,865	14,648	86.9
Metals and Metal Work (except scrap)	13	1,765	4	53	40	75.5
Paper and its Products	27	x	24	3,870	3,382	87.4
Petroleum and its Products	25	1,154	18	1,056	538	50.9
Plumbing and Heating Eqpt. and Spls.	25	x	24	x	x	95.6
Tobacco and its Products (except leaf)	67	14,672	51	13,100	7,734	59.0
Waste Materials	66	1,879	21	1,199	748	62.4
All Other	67	3,996	50	3,506	2,636	75.2

X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS
For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
PACIFIC STATES						
TOTAL	9,430	$1,656,928	6,876	$1,344,673	$1,078,062	80.2
Amusement and Sporting Goods	168	19,935	118	16,515	14,655	88.7
Automotive	829	108,056	697	90,502	49,528	54.7
Beer, Wines and Liquors	672	80,144	467	61,587	38,422	62.4
Chemicals and Paints	154	14,075	124	12,418	11,580	93.3
Clothing and Furnishings	307	33,492	264	29,731	27,208	91.5
Coal and Coke	23	2,078	14	1,866	1,412	75.7
Drugs (full line)	24	47,192	22	x	x	90.3
Drugs and Drug Sundries (specialty lines)	149	8,797	86	6,519	6,147	94.3
Dry Goods (full line)	14	8,351	13	8,277	7,942	96.0
Dry Goods (specialty lines)	180	24,726	157	23,166	21,604	93.3
Electrical Goods	303	66,019	266	63,594	53,770	84.6
Farm Products - raw materials	152	103,437	95	44,700	28,754	64.3
Farm Products - consumer goods	1,306	201,521	926	167,978	125,426	74.7
Farm Supplies	167	41,084	124	26,423	20,282	76.8
Furniture and House Furnishings	223	21,779	169	19,948	18,789	94.2
General Merchandise	33	x	28	24,258	18,859	77.7
Groceries (full line)	261	177,623	158	135,503	103,139	76.1
Groceries and Foods (specialty lines)	1,339	191,552	869	144,142	115,446	80.1
Hardware	112	49,612	97	48,574	45,658	94.0
Jewelry and Optical Goods	165	18,106	141	16,260	14,366	88.4
Lumber and Construction Materials	328	71,613	277	63,506	60,497	95.3
Machinery, Equipment and Supplies	991	116,016	821	103,631	93,857	90.6
Metals and Metal Work (except scrap)	109	18,836	86	16,223	15,371	94.7
Paper and its Products	173	25,311	147	24,170	22,242	92.0
Petroleum and its Products	63	6,821	42	6,287	5,011	79.7
Plumbing and Heating Eqpt. and Spls.	151	19,003	122	17,379	15,936	91.7
Tobacco and its Products (except leaf)	167	91,556	136	87,783	68,870	78.5
Waste Materials	281	21,000	112	14,374	11,585	80.6
All Other	586	x	298	x	x	86.7

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS
For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
BALTIMORE, MD.						
TOTAL	1,171	$179,629	754	$123,955	$100,088	80.7
Amusement and Sporting Goods	16	1,084	11	926	746	80.6
Automotive	42	2,927	30	2,448	2,003	81.8
Beer, Wines and Liquors	40	12,858	23	8,462	5,669	67.0
Chemicals and Paints	21	2,127	16	1,931	1,759	91.1
Clothing and Furnishings	100	8,679	78	6,979	6,395	91.6
Coal and Coke	21	x	14	2,594	2,072	79.9
Drugs (full line)	3	3,278	--	--	--	--
Drugs and Drug Sundries (specialty lines)	22	x	15	1,127	1,061	94.1
Dry Goods (full line)	2	7,231	36	6,221	5,890	94.7
Dry Goods (specialty lines)	44					
Electrical Goods	32	7,038	21	5,436	4,925	90.6
Farm Products - raw materials	13	3,596	5	1,080	1,035	95.8
Farm Products - consumer goods	133	15,812	87	12,363	7,772	62.9
Farm Supplies	17	4,159	9	1,261	1,162	92.1
Furniture and House Furnishings	21	x	12	1,781	1,403	78.8
General Merchandise	2	x	2	x	x	x
Groceries (full line)	13	13,967	10	8,836	4,616	52.2
Groceries and Foods (specialty lines)	211	24,994	132	18,750	14,875	79.3
Hardware	16	1,567	10	402	376	93.5
Jewelry and Optical Goods	16	3,189	7	879	508	57.8
Lumber and Construction Materials	40	6,151	28	4,179	3,832	91.7
Machinery, Equipment and Supplies	103	9,425	71	8,065	7,322	90.8
Metals and Metal Work (except scrap)	24	x	17	2,019	1,959	97.0
Paper and its Products	44	5,862	30	4,731	4,351	92.0
Petroleum and its Products	6	244	2	x	x	95.3
Plumbing and Heating Eqpt. and Spls.	29	4,233	23	3,055	2,827	92.5
Tobacco and its Products (except leaf)	29	10,373	15	4,944	2,596	52.5
Waste Materials	61	4,722	21	1,690	1,527	90.4
All Other	50	2,964	29	2,325	2,011	86.5
BOSTON, MASS.						
TOTAL	1,969	$634,146	1,687	$525,353	$480,923	91.5
Amusement and Sporting Goods	33	2,953	22	2,081	1,541	74.1
Automotive	71	23,711	63	14,646	7,899	53.9
Beer, Wines and Liquors	65	25,336	47	18,017	14,410	80.0
Chemicals and Paints	44	10,576	35	7,584	7,456	98.3
Clothing and Furnishings	220	36,010	207	35,198	34,500	98.0
Coal and Coke	23	58,130	21	49,127	47,897	97.5
Drugs (full line)	4	13,538	1	x	x	x
Drugs and Drug Sundries (specialty lines)	20	923	13	740	668	90.3
Dry Goods (full line)	2	17,640	97	17,035	16,650	97.7
Dry Goods (specialty lines)	103					
Electrical Goods	51	15,986	48	15,255	12,639	82.9
Farm Products - raw materials	68	120,374	55	95,262	91,676	96.2
Farm Products - consumer goods	199	65,701	175	55,448	45,546	82.1
Farm Supplies	4	841	3	x	x	90.6
Furniture and House Furnishings	70	11,551	64	11,272	9,696	86.0
General Merchandise	1	x	1	x	x	x
Groceries (full line)	25	27,113	16	21,083	18,658	88.5
Groceries and Foods (specialty lines)	276	69,652	237	58,715	55,789	95.0
Hardware	17	2,582	15	1,163	948	81.5
Jewelry and Optical Goods	59	5,330	52	5,199	4,583	88.2
Lumber and Construction Materials	27	10,774	24	6,285	6,097	97.0
Machinery, Equipment and Supplies	184	18,302	159	15,899	14,803	93.1
Metals and Metal Work (except scrap)	20	3,642	17	2,596	2,563	98.7
Paper and its Products	85	13,228	80	12,889	12,512	97.1
Petroleum and its Products	6	712	4	571	396	69.4
Plumbing and Heating Eqpt. and Spls.	35	5,265	32	5,088	4,135	81.3
Tobacco and its Products (except leaf)	29	18,697	20	16,561	14,292	86.3
Waste Materials	64	13,520	32	12,723	12,623	99.2
All Other	164	x	147	40,128	38,813	96.7

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS
For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
BUFFALO, N. Y.						
TOTAL	564	$128,932	402	$97,719	$70,312	72.0
Amusement and Sporting Goods	10	886	3	424	388	91.5
Automotive	31	9,881	28	9,812	3,367	34.3
Beer, Wines and Liquors	13	3,533	9	3,080	2,435	79.1
Chemicals and Paints	17	1,323	12	1,137	999	87.9
Clothing and Furnishings	10	1,180	7	927	901	97.2
Coal and Coke	14	7,702	13	x	x	82.8
Drugs (full line)	2	5,542	5	3,288	2,634	80.1
Drugs and Drug Sundries (specialty lines)	5					
Dry Goods (full line)	2	632	6	277	217	78.3
Dry Goods (specialty lines)	7					
Electrical Goods	21	5,034	19	4,943	4,182	84.6
Farm Products - raw materials	6	10,974	1	x	x	x
Farm Products - consumer goods	71	20,610	55	16,136	11,698	72.5
Farm Supplies	10	8,889	7	4,543	2,929	64.5
Furniture and House Furnishings	15	884	10	677	586	86.6
General Merchandise	1	x	1	x	x	x
Groceries (full line)	12	6,750	11	x	x	64.9
Groceries and Foods (specialty lines)	66	7,608	43	6,301	4,180	66.3
Hardware	6	5,976	5	x	x	62.3
Jewelry and Optical Goods	20	1,101	12	793	755	95.2
Lumber and Construction Materials	29	3,902	24	3,282	3,154	96.1
Machinery, Equipment and Supplies	59	4,578	44	4,095	3,448	84.2
Metals and Metal Work (except scrap)	6	1,567	6	1,567	1,521	97.1
Paper and its Products	25	4,559	15	2,429	1,870	77.0
Petroleum and its Products	1	x	1	x	x	x
Plumbing and Heating Eqpt. and Spls.	14	1,827	13	x	x	77.4
Tobacco and its Products (except leaf)	23	7,736	18	7,649	5,368	70.2
Waste Materials	42	4,342	15	3,071	2,882	93.8
All Other	26	x	19	1,660	1,399	84.3
CHICAGO, ILL.						
TOTAL	3,999	$1,092,008	2,793	$874,804	$737,287	84.3
Amusement and Sporting Goods	49	5,595	35	3,603	2,464	68.4
Automotive	247	44,112	162	33,673	19,182	57.0
Beer, Wines and Liquors	199	44,230	117	37,700	23,694	62.8
Chemicals and Paints	87	12,751	69	8,621	7,731	89.7
Clothing and Furnishings	260	35,146	196	32,793	30,675	93.5
Coal and Coke	47	33,672	39	33,020	31,716	96.1
Drugs (full line)	10	19,515	7	14,797	12,391	83.7
Drugs and Drug Sundries (specialty lines)	96	13,334	42	10,846	9,623	88.7
Dry Goods (full line)	3	71,996	124	70,678	68,660	97.1
Dry Goods (specialty lines)	149					
Electrical Goods	138	34,937	105	27,862	22,317	80.1
Farm Products - raw materials	53	66,743	31	17,217	12,446	72.3
Farm Products - consumer goods	433	159,081	312	131,464	101,773	77.4
Farm Supplies	23	8,773	15	7,358	4,861	66.1
Furniture and House Furnishings	152	17,795	93	15,199	14,093	92.7
General Merchandise	14	19,571	12	19,391	18,411	94.9
Groceries (full line)	44	73,111	31	55,627	39,828	71.6
Groceries and Foods (specialty lines)	527	122,770	347	99,065	84,622	85.4
Hardware	51	18,193	39	17,342	16,484	95.1
Jewelry and Optical Goods	107	19,139	78	17,812	15,111	84.8
Lumber and Construction Materials	148	33,565	117	28,971	27,474	94.8
Machinery, Equipment and Supplies	377	61,586	296	52,767	48,379	91.7
Metals and Metal Work (except scrap)	46	14,148	41	10,677	10,313	96.6
Paper and its Products	155	39,197	128	37,266	35,540	95.4
Petroleum and its Products	25	3,468	21	3,200	3,015	94.2
Plumbing and Heating Eqpt. and Spls.	88	12,215	62	7,138	6,212	87.0
Tobacco and its Products (except leaf)	65	35,856	44	30,231	23,395	77.4
Waste Materials	190	34,409	75	20,782	20,088	96.7
All Other	216	37,100	155	29,704	26,789	90.2

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS

BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
CLEVELAND, OHIO						
TOTAL	1,301	$261,940	932	$213,596	$176,867	82.8
Amusement and Sporting Goods	18	1,475	9	816	677	83.0
Automotive	85	20,023	65	16,441	9,265	56.4
Beer, Wines and Liquors	17	2,292	11	2,038	1,207	59.2
Chemicals and Paints	46	6,234	38	4,621	4,388	95.0
Clothing and Furnishings	73	12,515	57	9,946	9,006	90.5
Coal and Coke	23	7,829	21	7,382	7,286	98.7
Drugs (full line)	3	4,110	2	x	x	88.4
Drugs and Drug Sundries (specialty lines)	19	1,029	12	891	798	88.4
Dry Goods (full line)	4	2,778	2	486	478	98.4
Dry Goods (specialty lines)	27	1,715	19	1,534	1,323	86.2
Electrical Goods	43	10,856	35	10,124	8,899	87.9
Farm Products - raw materials	8	908	5	307	251	81.8
Farm Products - consumer goods	160	26,993	121	22,658	15,395	67.9
Farm Supplies	3	1,183	3	1,183	590	49.9
Furniture and House Furnishings	33	3,867	20	2,105	1,974	93.8
General Merchandise	1	x	1	x	x	x
Groceries (full line)	26	16,067	15	14,136	10,637	75.2
Groceries and Foods (specialty lines)	189	30,121	132	25,837	20,315	78.6
Hardware	15	14,999	12	14,978	14,647	97.8
Jewelry and Optical Goods	24	1,922	13	1,321	1,120	84.8
Lumber and Construction Materials	52	9,463	45	9,075	8,665	95.5
Machinery, Equipment and Supplies	150	17,554	114	16,068	14,217	88.5
Metals and Metal Work (except scrap)	26	15,814	22	10,971	10,818	98.6
Paper and its Products	39	9,350	31	9,140	8,455	92.5
Petroleum and its Products	20	7,763	16	7,581	7,473	98.6
Plumbing and Heating Eqpt. and Spls.	37	4,024	30	2,195	1,986	90.5
Tobacco and its Products (except leaf)	22	13,921	11	7,484	3,611	48.2
Waste Materials	87	12,141	35	7,308	7,243	99.1
All Other	51	x	35	4,033	3,575	88.6
DETROIT, MICH.						
TOTAL	1,493	$319,171	1,030	$260,434	$174,744	67.1
Amusement and Sporting Goods	22	x	15	909	690	75.9
Automotive	118	43,293	76	37,658	7,939	21.1
Beer, Wines and Liquors	26	8,709	10	1,181	354	30.0
Chemicals and Paints	28	6,773	24	4,747	3,314	69.8
Clothing and Furnishings	53	6,668	46	6,108	5,267	86.2
Coal and Coke	19	4,910	13	3,643	3,229	88.6
Drugs (full line)	5	5,326	4	x	x	50.3
Drugs and Drug Sundries (specialty lines)	30	878	20	617	360	58.3
Dry Goods (full line)	3	4,532	3	4,532	4,048	89.3
Dry Goods (specialty lines)	23	4,350	14	3,887	3,535	90.9
Electrical Goods	45	16,299	41	15,936	13,703	86.0
Farm Products - raw materials	11	3,762	10	x	x	88.0
Farm Products - consumer goods	190	42,012	131	33,180	22,934	69.1
Farm Supplies	10	3,409	7	3,351	3,052	91.1
Furniture and House Furnishings	40	4,007	23	3,262	2,762	84.7
General Merchandise	2	x	2	x	x	x
Groceries (full line)	34	16,601	28	15,538	8,376	53.9
Groceries and Foods (specialty lines)	216	27,894	132	22,851	14,933	65.3
Hardware	19	7,591	11	6,109	5,622	92.0
Jewelry and Optical Goods	34	2,136	26	1,716	1,432	83.4
Lumber and Construction Materials	45	8,428	39	8,224	7,497	91.2
Machinery, Equipment and Supplies	160	21,301	120	16,766	14,691	87.6
Metals and Metal Work (except scrap)	37	15,499	33	14,449	14,262	98.7
Paper and its Products	53	13,519	42	12,034	10,480	87.1
Petroleum and its Products	11	929	9	880	383	43.5
Plumbing and Heating Eqpt. and Spls.	38	6,897	30	5,221	4,144	79.4
Tobacco and its Products (except leaf)	58	22,633	40	16,648	5,367	32.2
Waste Materials	99	14,046	36	10,178	9,261	91.0
All Other	64	5,025	45	3,816	2,802	73.4

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS
For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
LOS ANGELES, CALIF.						
TOTAL	2,578	$464,665	1,865	$395,296	$308,246	78.0
Amusement and Sporting Goods	70	13,113	49	11,916	11,021	92.5
Automotive	199	38,774	157	30,372	16,282	53.6
Beer, Wines and Liquors	120	23,587	90	17,678	11,963	67.7
Chemicals and Paints	53	6,142	44	5,604	5,197	92.7
Clothing and Furnishings	144	16,858	121	15,218	13,606	89.4
Coal and Coke	3	294	3	294	263	89.5
Drugs (full line)	5	17,898	4	x	x	86.2
Drugs and Drug Sundries (specialty lines)	67	4,793	42	4,168	3,884	93.2
Dry Goods (full line)	5	416	5	416	362	87.0
Dry Goods (specialty lines)	88	15,401	81	15,138	14,156	93.5
Electrical Goods	94	22,526	78	21,648	15,236	70.4
Farm Products - raw materials	26	17,587	14	2,891	2,358	81.6
Farm Products - consumer goods	418	59,082	280	53,198	38,073	71.6
Farm Supplies	19	6,770	15	5,827	5,256	90.2
Furniture and House Furnishings	98	8,818	71	8,080	7,478	92.5
General Merchandise	11	4,167	10	x	x	72.8
Groceries (full line)	56	43,057	44	41,696	24,856	59.6
Groceries and Foods (specialty lines)	294	41,201	192	26,356	19,271	73.1
Hardware	24	13,177	20	12,673	12,079	95.3
Jewelry and Optical Goods	71	8,486	59	7,225	6,195	85.7
Lumber and Construction Materials	68	14,747	56	12,468	11,778	94.5
Machinery, Equipment and Supplies	252	37,485	207	36,272	33,547	92.5
Metals and Metal Work (except scrap)	32	5,742	23	4,940	4,788	96.9
Paper and its Products	52	8,835	46	8,508	7,748	91.1
Petroleum and its Products	15	3,875	10	3,623	3,155	87.1
Plumbing and Heating Eqpt. and Spls.	39	4,607	31	3,946	3,566	90.4
Tobacco and its Products (except leaf)	27	11,452	20	10,733	7,077	65.9
Waste Materials	47	5,824	16	5,049	4,271	84.6
All Other	181	9,951	77	7,876	6,808	86.4
MILWAUKEE, WISC.						
TOTAL	809	$147,029	572	$115,341	$93,881	81.4
Amusement and Sporting Goods	18	1,396	11	662	478	72.2
Automotive	40	4,286	33	3,829	2,813	75.5
Beer, Wines and Liquors	52	9,720	34	6,757	4,020	59.5
Chemicals and Paints	22	1,621	15	997	775	77.7
Clothing and Furnishings	39	3,588	32	3,241	2,982	92.0
Coal and Coke	14	16,548	13	x	x	87.5
Drugs (full line)	4	4,084	3	x	x	91.3
Drugs and Drug Sundries (specialty lines)	11	730	8	722	600	83.1
Dry Goods (full line)	--	--	--	--	--	--
Dry Goods (specialty lines)	8	x	7	x	x	79.8
Electrical Goods	31	7,961	24	7,195	6,572	91.3
Farm Products - raw materials	11	7,272	5	361	156	43.2
Farm Products - consumer goods	73	15,337	60	14,310	9,998	69.9
Farm Supplies	8	2,180	6	2,027	637	31.4
Furniture and House Furnishings	14	x	11	1,530	1,429	93.4
General Merchandise	1	x	1	x	x	x
Groceries (full line)	13	15,005	9	10,700	7,444	69.6
Groceries and Foods (specialty lines)	113	10,051	72	6,995	5,312	75.9
Hardware	13	5,488	12	x	x	95.9
Jewelry and Optical Goods	10	633	8	585	519	88.7
Lumber and Construction Materials	17	2,005	14	1,910	1,735	90.8
Machinery, Equipment and Supplies	106	12,831	84	10,658	9,652	90.6
Metals and Metal Work (except scrap)	6	1,110	5	x	x	76.5
Paper and its Products	20	2,533	16	2,402	2,306	96.0
Petroleum and its Products	7	368	6	x	x	81.5
Plumbing and Heating Eqpt. and Spls.	25	4,891	19	3,627	3,425	94.4
Tobacco and its Products (except leaf)	26	8,333	11	4,586	4,211	91.8
Waste Materials	65	4,132	23	3,560	3,385	95.1
All Other	42	2,434	30	2,153	1,866	86.7

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
NEW YORK, N. Y.						
TOTAL	15,725	$3,974,160	12,698	$3,313,562	$2,955,791	89.2
Amusement and Sporting Goods	276	39,952	203	32,480	29,036	89.4
Automotive	281	76,282	224	53,713	41,436	77.1
Beer, Wines and Liquors	257	95,556	190	87,345	77,636	88.9
Chemicals and Paints	271	116,753	219	103,383	99,758	96.5
Clothing and Furnishings	1,721	343,519	1,488	327,950	312,176	95.2
Coal and Coke	95	62,626	74	59,074	52,008	88.0
Drugs (full line)	11	14,087	8	9,816	9,070	92.4
Drugs and Drug Sundries (specialty lines)	395	52,444	284	39,647	37,520	94.6
Dry Goods (full line)	20	20,817	18	15,689	12,453	79.4
Dry Goods (specialty lines)	2,338	616,021	2,080	594,345	582,451	98.0
Electrical Goods	371	78,100	306	62,103	51,769	83.4
Farm Products - raw materials	684	250,645	587	195,624	179,532	91.8
Farm Products - consumer goods	1,233	402,372	1,044	342,624	291,694	85.1
Farm Supplies	38	14,161	27	6,634	2,769	41.7
Furniture and House Furnishings	845	105,816	686	96,306	87,325	90.7
General Merchandise 1/	36	216,200	30	114,977	34,010	29.6
Groceries (full line)	61	125,849	55	118,148	112,270	95.0
Groceries and Foods (specialty lines)	1,376	370,604	1,118	302,183	270,535	89.5
Hardware	206	30,656	186	28,700	27,030	94.2
Jewelry and Optical Goods	859	88,797	613	76,269	71,031	93.1
Lumber and Construction Materials	308	51,199	268	39,834	35,781	89.8
Machinery, Equipment and Supplies	1,118	122,638	869	104,589	94,711	90.6
Metals and Metal Work (except scrap)	169	132,850	130	35,805	33,070	92.4
Paper and its Products	664	102,535	572	90,642	86,802	95.8
Petroleum and its Products	49	11,110	37	9,605	8,742	91.0
Plumbing and Heating Eqpt. and Spls.	265	38,164	234	35,773	28,669	80.1
Tobacco and its Products (except leaf)	171	97,327	125	82,252	65,515	79.7
Waste Materials	609	49,768	266	39,042	35,724	91.5
All Other	998	247,312	757	209,010	185,268	88.6
PHILADELPHIA, PA.						
TOTAL	2,665	$533,253	1,887	$425,093	$371,272	87.3
Amusement and Sporting Goods	39	5,608	26	4,419	3,819	86.4
Automotive	95	15,595	80	12,946	6,885	53.2
Beer, Wines and Liquors	89	6,631	22	2,172	1,287	59.3
Chemicals and Paints	41	5,110	33	3,901	3,746	96.0
Clothing and Furnishings	211	23,569	168	22,098	20,798	94.1
Coal and Coke	54	26,681	47	23,066	22,637	98.1
Drugs (full line)	2	11,656	19	4,753	4,168	87.7
Drugs and Drug Sundries (specialty lines)	28					
Dry Gonds (full line)	10	5,109	8	3,255	2,843	87.3
Dry Goods (specialty lines)	107	11,743	86	8,857	7,661	86.5
Electrical Goods	75	59,442	63	57,289	55,813	97.4
Farm Products - raw materials	57	37,195	47	27,808	26,107	93.9
Farm Products - consumer goods	301	60,392	239	50,211	40,023	79.7
Farm Supplies	8	945	8	945	728	77.0
Furniture and House Furnishings	101	11,547	66	9,599	8,598	89.6
General Merchandise	3	524	2	x	x	70.0
Groceries (full line)	32	35,654	25	11,960	10,259	85.8
Groceries and Foods (specialty lines)	305	48,358	227	42,260	35,386	83.7
Hardware	29	4,950	20	4,643	4,122	88.8
Jewelry and Optical Goods	79	6,000	29	3,185	1,924	60.4
Lumber and Construction Materials	82	14,904	69	11,683	10,627	91.0
Machinery, Equipment and Supplies	245	29,351	188	24,386	21,425	87.9
Metals and Metal Work (except scrap)	35	10,446	29	9,440	9,277	98.3
Paper and its Products	118	18,822	96	17,441	15,996	91.7
Petroleum and its Products	10	3,347	9	x	x	88.2
Plumbing and Heating Eqpt. and Spls.	85	8,773	73	8,187	6,587	80.5
Tobacco and its Products (except leaf)	70	25,033	44	18,652	15,571	83.5
Waste Materials	178	22,918	58	18,985	16,897	89.0
All Other	176	22,950	106	19,484	15,105	77.5

X Figures withheld to avoid disclosure of individual operations. 1/ Low credit ratio due primarily to a few large exporter-importer establishments.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS
For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
PITTSBURGH, PA.						
TOTAL	913	$210,745	616	$170,789	$131,597	77.1
Amusement and Sporting Goods	20	2,189	12	1,635	1,343	82.1
Automotive	35	12,243	32	9,114	5,265	57.8
Beer, Wines and Liquors	100	3,627	18	866	279	32.2
Chemicals and Paints	12	808	6	213	187	87.8
Clothing and Furnishings	75	11,571	61	10,508	9,399	89.4
Coal and Coke	9	2,329	9	2,329	2,201	94.5
Drugs (full line)	2	4,238	6	2,913	2,714	93.2
Drugs and Drug Sundries (specialty lines)	9					
Dry Goods (full line)	2	5,475	10	5,008	4,552	90.9
Dry Goods (specialty lines)	19					
Electrical Goods	26	11,329	21	10,955	9,998	91.3
Farm Products - raw materials	3	4,634	1	x	x	x
Farm Products - consumer goods	137	47,576	90	33,357	15,953	47.8
Farm Supplies	7	655	6	x	x	78.0
Furniture and House Furnishings	22	2,999	18	2,774	2,503	90.2
General Merchandise	--	--	--	--	--	--
Groceries (full line)	29	15,712	15	13,910	12,041	86.6
Groceries and Foods (specialty lines)	87	11,802	66	10,829	8,265	76.3
Hardware	13	6,590	11	6,084	5,569	91.5
Jewelry and Optical Goods	20	2,532	14	1,970	1,695	86.0
Lumber and Construction Materials	42	8,388	32	6,540	5,788	88.5
Machinery, Equipment and Supplies	98	15,389	79	13,005	12,183	93.7
Metals and Metal Work (except scrap)	14	4,806	12	4,231	4,120	97.4
Paper and its Products	23	7,423	20	5,432	5,088	93.7
Petroleum and its Products	6	3,136	5	x	x	70.8
Plumbing and Heating Eqpt. and Spls.	23	4,170	19	4,013	3,582	89.3
Tobacco and its Products (except leaf)	15	7,359	7	4,930	4,173	84.6
Waste Materials	30	10,416	15	9,188	9,086	98.9
All Other	35	3,349	31	3,256	2,877	88.4
ST. LOUIS, MO.						
TOTAL	1,249	$378,284	895	$295,168	$256,973	87.1
Amusement and Sporting Goods	18	1,587	10	1,044	869	83.2
Automotive	69	8,024	42	4,694	3,698	78.8
Beer, Wines and Liquors	23	6,716	18	6,116	4,035	66.0
Chemicals and Paints	21	2,616	20	x	x	91.9
Clothing and Furnishings	108	44,914	98	43,636	42,529	97.5
Coal and Coke	27	6,831	20	5,193	4,717	90.8
Drugs (full line)	5	14,381	4	x	x	64.4
Drugs and Drug Sundries (specialty lines)	22	1,619	14	1,006	942	93.6
Dry Goods (full line)	7	43,860	7	43,860	43,418	99.0
Dry Goods (specialty lines)	21	2,565	12	1,856	1,790	96.4
Electrical Goods	39	13,578	28	11,843	9,199	77.7
Farm Products - raw materials	30	29,257	13	10,958	9,606	87.7
Farm Products - consumer goods	163	38,815	128	29,149	21,918	75.2
Farm Supplies	11	5,163	7	2,247	1,581	70.4
Furniture and House Furnishings	20	3,842	15	3,722	3,298	88.6
General Merchandise	4	11,939	2	11,872	11,690	98.5
Groceries (full line)	22	19,075	18	15,502	11,843	76.4
Groceries and Foods (specialty lines)	171	34,142	112	29,127	25,990	89.2
Hardware	16	20,922	15	x	x	90.7
Jewelry and Optical Goods	19	1,664	16	1,257	1,071	85.2
Lumber and Construction Materials	45	7,910	40	5,611	5,144	91.7
Machinery, Equipment and Supplies	110	11,016	82	9,510	8,223	86.5
Metals and Metal Work (except scrap)	12	3,041	11	x	x	96.9
Paper and its Products	45	7,066	34	5,262	4,889	92.9
Petroleum and its Products	13	2,985	10	2,780	2,294	82.5
Plumbing and Heating Eqpt. and Spls.	23	3,449	22	x	x	87.2
Tobacco and its Products (except leaf)	44	11,456	16	9,315	3,943	42.3
Waste Materials	64	6,981	24	3,825	3,412	89.2
All Other	77	12,870	57	9,323	8,820	94.6

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6 --CREDIT SALES

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Percent
SAN FRANCISCO, CALIF.						
TOTAL	1,730	$462,921	1,305	$374,877	$318,884	85.1
Amusement and Sporting Goods	36	3,174	26	2,358	2,007	85.1
Automotive	81	29,518	68	25,063	11,372	45.4
Beer, Wines and Liquors	108	16,269	82	12,303	10,040	81.6
Chemicals and Paints	32	4,976	29	4,670	4,530	97.0
Clothing and Furnishings	95	x	84	9,940	9,225	92.8
Coal and Coke	7	696	4	621	276	44.4
Drugs (full line)	4	10,770	3	x	x	93.3
Drugs and Drug Sundries (specialty lines)	36	3,032	25	2,008	1,983	98.8
Dry Goods (full line)	3	13,271	55	12,115	11,543	95.3
Dry Goods (specialty lines)	60					
Electrical Goods	61	18,896	52	18,552	17,885	96.4
Farm Products - raw materials	42	38,836	33	20,849	12,440	59.7
Farm Products - consumer goods	123	39,354	102	30,770	25,028	81.3
Farm Supplies	16	11,622	12	8,705	6,721	77.2
Furniture and House Furnishings	61	7,114	49	6,759	6,495	96.1
General Merchandise	10	27,479	9	x	x	81.4
Groceries (full line)	28	22,997	17	18,833	17,682	93.9
Groceries and Foods (specialty lines)	233	77,522	167	59,457	51,985	87.4
Hardware	28	11,001	26	10,946	10,732	98.0
Jewelry and Optical Goods	54	6,640	45	6,123	5,738	93.7
Lumber and Construction Materials	51	15,328	49	14,007	13,574	96.9
Machinery, Equipment and Supplies	190	25,069	164	22,593	19,962	88.4
Metals and Metal Work (except scrap)	24	4,064	20	3,855	3,773	97.9
Paper and its Products	36	6,515	32	6,443	5,798	90.0
Petroleum and its Products	7	189	3	172	166	96.5
Plumbing and Heating Eqpt. and Spls.	27	4,692	26	x	x	92.4
Tobacco and its Products (except leaf)	18	38,491	15	38,348	36,093	94.1
Waste Materials	46	4,318	19	3,045	2,306	75.7
All Other	213	x	89	5,762	5,151	89.4

X Figures withheld to avoid disclosure of individual operations.

WHOLESALE DISTRIBUTION: 1935

VOLUME VII

SECTION TWO

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

The extent to which wholesalers sell to retailers, to household consumers, to industrial users, to other wholesalers, and for export to buyers in foreign countries is shown in the following pages. The statistics are presented in summary for the United States, for the 9 geographic divisions and for the 13 cities having more than 500,000 population in 1930. For the United States as a whole, the data are shown for 6 functional type-groups by 142 kinds of business, while for the geographic divisions and the 13 largest cities, they are presented for the 6 types by 29 kind-of-business groups. Naturally, there is considerable variation in the extent to which the different wholesale establishments, type and kind, sell to the various classes of customers.

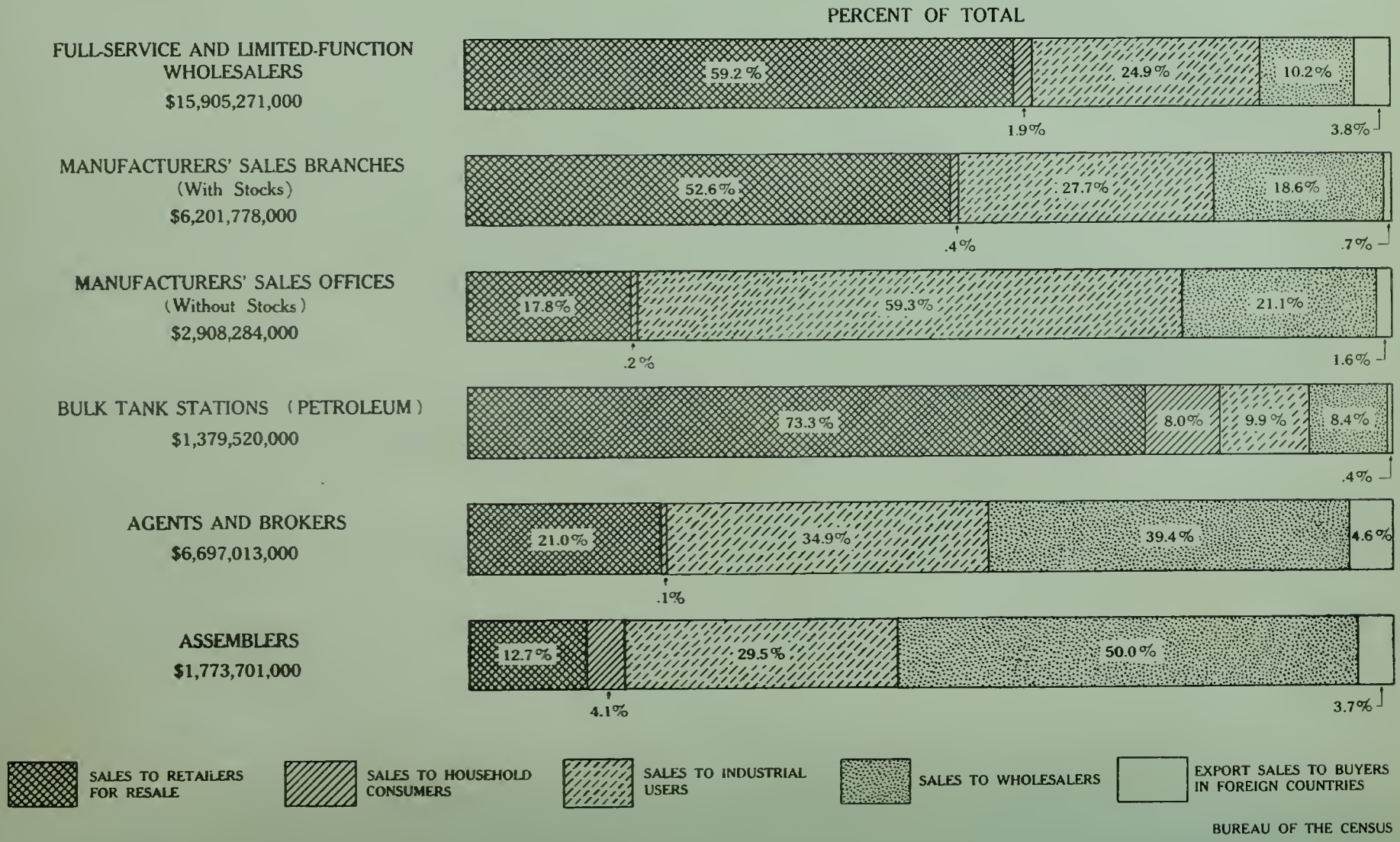
Not all the establishments reported the distribution of their sales, partly because of inadequate records. The table shows, for each type and kind, the number of establishments and net sales of all establishments; and then presents an analysis of sales for those reporting a distribution by classes of customers. For the latter group, it shows the total sales analyzed, and a division between sales in the domestic market and export sales to buyers in foreign countries. The domestic business is divided into sales to retailers for resale, to household consumers, to industrial users and to other wholesalers. From these data it is possible, among other things, to determine the amount of duplication in the total wholesale sales figures due to the fact that some establishments sell to other wholesale organizations.

Data for the different areas appear as follows:

	Page		Page
United States Summary	45	Baltimore	78
		Boston	80
Geographic Divisions:		Buffalo	82
		Chicago	84
New England	60	Cleveland	86
Middle Atlantic	62	Detroit	88
East North Central	64	Los Angeles	90
West North Central	66	Milwaukee	92
South Atlantic	68	New York City	94
East South Central	70	Philadelphia	96
West South Central	72	Pittsburgh	98
Mountain	74	St. Louis	100
Pacific	76	San Francisco	102

WHOLESALE DISTRIBUTION: 1935

CHART II. - SALES BY TYPES OF OPERATION AND BY CLASSES OF CUSTOMERS



BUREAU OF THE CENSUS

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
UNITED STATES TOTAL	176,756	$42,802,913	$34,865,567	$15,837,640	45.4	$510,282	1.5	$10,402,873	29.8	$7,035,587	20.2	$1,079,185	3.1
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	15,905,271	9,415,112	59.2	292,723	1.9	3,965,541	24.9	1,624,555	10.2	607,340	3.8
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	6,201,778	3,264,247	52.6	23,511	.4	1,715,990	27.7	1,152,245	18.6	45,785	.7
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,196	3,620,074	2,908,284	516,943	17.8	4,246	.2	1,725,091	59.3	614,083	21.1	47,921	1.6
BULK TANK STATIONS (PETROLEUM)	27,333	2,704,047	1,379,520	1,011,790	73.3	109,711	8.0	136,310	9.9	116,223	8.4	5,486	.4
AGENTS AND BROKERS	18,147	8,908,076	6,697,013	1,404,481	21.0	7,183	.1	2,336,177	34.9	2,642,404	39.4	306,768	4.6
ASSEMBLERS	26,515	2,463,011	1,773,701	225,067	12.7	72,908	4.1	523,764	29.5	886,077	50.0	65,885	3.7
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	15,905,271	9,415,112	59.2	292,723	1.9	3,965,541	24.9	1,624,555	10.2	607,340	3.8
Amusement and Sporting Goods	1,068	117,045	98,964	52,906	53.4	1,938	2.0	38,527	38.9	5,027	5.1	566	.6
Cameras and motion picture eqpt. and spls.	74	4,897	3,602	1,768	49.1	171	4.7	579	16.1	1,075	29.8	9	.3
Moving picture films	191	38,268	28,618	2,648	9.3	--	--	25,781	90.0	--	--	189	.7
Sporting goods (full line)	134	17,020	15,627	12,133	77.6	974	6.2	2,055	13.2	379	2.4	86	.6
Toys, novelties and fireworks	461	35,393	31,671	27,104	85.6	545	1.7	958	3.0	2,875	9.1	189	.6
All other	208	21,467	19,446	9,253	47.5	248	1.3	9,154	47.1	698	3.6	93	.5
Automotive	5,672	780,424	684,606	500,146	73.1	79,006	11.5	35,982	5.3	40,686	5.9	28,786	4.2
Automobiles and other motor vehicles	399	378,726	339,053	245,195	72.3	57,443	16.9	8,269	2.4	5,892	1.8	22,254	6.6
Automotive equipment	4,840	349,186	296,977	214,779	72.3	19,142	6.4	25,099	8.5	33,088	11.1	4,869	1.7
Tires and tubes	433	52,512	48,576	40,172	82.7	2,421	5.0	2,614	5.4	1,706	3.5	1,663	3.4
Beer, Wines and Liquors	5,496	698,511	655,792	556,430	84.8	11,471	1.8	19,642	3.0	67,842	10.3	407	.1
Beer and other fermented malt liquors	4,016	281,259	264,866	244,955	92.5	5,618	2.1	2,860	1.1	11,112	4.2	321	.1
Wines and liquors	1,480	417,252	390,926	311,475	79.7	5,853	1.5	16,782	4.3	56,730	14.5	86	--
Chemicals and Paints	1,426	275,301	245,394	43,800	17.8	5,507	2.2	142,469	58.1	34,784	14.2	18,834	7.7
Dyestuffs	57	15,816	15,346	2,078	13.5	3	--	11,231	73.2	2,020	13.2	14	.1
Explosives	26	1,615	1,289	216	16.8	36	2.8	1,009	78.2	28	2.2	--	--
Industrial chemicals	204	80,310	73,247	4,931	6.7	50	.1	53,912	73.6	10,461	14.3	3,893	5.3
Naval stores	36	33,148	26,079	2,974	11.4	--	--	6,652	25.5	9,646	37.0	6,807	26.1
Paints and varnishes	772	66,328	58,292	28,752	49.2	5,115	8.8	17,360	29.8	6,799	11.7	266	.5
All other	331	78,084	71,141	4,849	6.8	303	.5	52,305	73.5	5,830	8.2	7,854	11.0
Clothing and Furnishings	3,960	648,881	626,195	563,695	90.0	2,943	.5	29,738	4.7	24,468	3.9	5,351	.9
Clothing and/or furnishings (full line)	574	65,505	61,180	54,647	89.3	420	.7	2,013	3.3	2,543	4.2	1,557	2.5
Men's and boys'	1,001	117,443	110,786	101,064	91.2	1,028	.9	3,294	3.0	5,115	4.6	285	.3
Women's and children's	1,085	233,602	229,549	216,120	94.1	835	.4	597	.3	9,910	4.3	2,087	.9
Furs, dressed and fur clothing	277	33,093	32,422	21,112	65.1	392	1.2	7,195	22.2	3,494	10.8	229	.7
Hosiery	202	35,657	34,494	33,272	96.5	46	.1	44	.1	764	2.2	368	1.1
Millinery and millinery supplies	360	42,161	39,729	22,827	57.5	86	.2	14,497	36.5	2,304	5.8	15	--
Shoes and other footwear	461	121,420	118,035	114,653	97.1	136	.1	2,098	1.8	338	.3	810	.7
Coal and Coke	773	368,695	307,683	126,392	41.1	13,777	4.5	154,343	50.2	10,911	3.5	2,260	.7

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
				to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)													
Drugs (full line)	295	$324,113	$286,760	$275,951	96.2	$922	.3	$7,997	2.8	$1,779	.6	$111	.1
Drugs and Drug Sundries (specialty lines)	1,268	123,469	102,547	73,184	71.3	1,188	1.2	6,141	6.0	20,293	19.8	1,741	1.7
Drug specialties	342	29,554	24,953	17,351	69.5	836	3.4	3,579	14.3	2,776	11.1	411	1.7
Patent medicines	215	21,995	12,780	8,161	63.8	178	1.4	125	1.0	3,521	27.6	795	6.2
Toilet articles and preparations	426	40,671	37,755	31,184	82.6	82	.2	1,865	4.9	4,349	11.5	275	.8
All other	285	31,249	27,059	16,488	60.9	92	.3	572	2.1	9,647	35.7	260	1.0
Dry Goods (full line)	306	265,724	210,886	204,870	97.1	1,086	.5	3,898	1.8	768	.4	264	.2
Dry Goods (specialty lines)	3,301	719,676	644,416	201,914	31.3	1,915	.3	356,191	55.3	68,729	10.7	15,667	2.4
Notions	915	96,778	89,433	40,045	44.8	139	.2	39,941	44.7	8,877	9.9	431	.4
Piece goods	1,873	593,867	527,373	145,930	27.7	1,519	.3	308,127	58.4	57,099	10.8	14,698	2.8
All other	513	29,031	27,610	15,939	57.7	257	.9	8,123	29.4	2,753	10.0	538	2.0
Electrical Goods	2,438	576,542	535,414	293,749	54.8	15,672	2.9	137,871	25.8	72,230	13.5	15,892	3.0
Electrical merchandise (full line)	419	184,233	175,677	88,160	50.1	2,049	1.2	82,685	47.1	2,651	1.5	132	.1
Apparatus and equipment	199	20,931	16,907	4,521	26.7	367	2.2	5,292	31.3	1,233	7.3	5,494	32.5
Wiring supplies and construction material	734	76,859	68,784	33,006	48.0	1,089	1.6	27,529	40.0	6,944	10.1	216	.3
Radios, refrigerators and appliances	1,086	294,519	274,046	168,062	61.3	12,167	4.4	22,365	8.2	61,402	22.4	10,050	3.7
Farm Products - raw materials	2,199	1,562,487	1,393,985	72,912	5.2	5,252	.4	808,368	58.0	207,565	14.9	299,888	21.5
Cotton	263	518,244	480,406	2,150	.4	162	--	190,995	39.8	51,730	10.8	235,369	49.0
Grain	474	483,949	406,201	41,947	10.3	4,287	1.1	236,580	58.2	91,648	22.6	31,739	7.8
Hides, skins, and furs (raw)	874	189,342	179,503	18,952	10.6	247	.1	115,513	64.3	36,961	20.6	7,830	4.4
Horses and mules	9	1,056	262	--	--	--	--	90	34.4	21	8.0	151	57.6
Livestock	26	2,557	2,436	986	40.5	117	4.8	250	10.3	1,002	41.1	81	3.3
Silk (raw)	16	67,393	67,316	50	.1	--	--	65,163	96.8	1,337	2.0	766	1.1
Tobacco (leaf)	224	73,938	53,243	2,105	3.9	5	--	23,693	44.5	7,653	14.4	19,787	37.2
Wool and mohair	135	156,173	146,466	840	.6	138	.1	135,511	92.5	9,286	6.3	691	.5
All other	178	69,835	58,152	5,882	10.1	296	.5	40,573	69.8	7,927	13.6	3,474	6.0
Farm Products - consumer goods	11,188	1,941,059	1,830,762	1,286,124	70.3	40,676	2.2	138,715	7.6	357,742	19.5	7,505	.4
Dairy products	2,178	427,966	380,410	225,764	59.3	25,465	6.7	32,981	8.7	95,942	25.2	258	.1
Poultry and poultry products	1,778	230,602	205,419	134,114	65.3	4,058	2.0	16,279	7.9	50,509	24.6	459	.2
Dairy and poultry products	1,019	304,576	293,544	191,503	65.2	5,722	2.0	47,947	16.3	48,191	16.4	181	.1
Fruits and vegetables (fresh)	6,164	972,532	946,221	731,589	77.3	5,352	.6	40,780	4.3	161,893	17.1	6,607	.7
All other	49	5,383	5,168	3,154	61.0	79	1.5	728	14.1	1,207	23.4	--	--
Farm Supplies	1,433	281,731	223,703	138,637	62.0	12,650	5.6	34,251	15.3	35,104	15.7	3,061	1.4
Feed	951	149,087	123,840	78,912	63.7	8,118	6.6	19,310	15.6	15,736	12.7	1,764	1.4
Fertilizer	78	32,015	16,816	5,064	30.1	298	1.8	8,752	52.0	2,082	12.4	620	3.7
Seeds	354	90,759	80,015	53,182	66.5	4,113	5.1	5,573	7.0	16,470	20.6	677	.8
All other	50	9,870	3,032	1,479	48.8	121	4.0	616	20.3	816	26.9	--	--

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)													
Furniture and House Furnishings	1,959	$243,457	$228,950	$197,845	86.4	$4,610	2.0	$15,658	6.8	$10,220	4.5	$617	.3
China, glassware and crockery	321	33,497	28,066	22,933	81.7	715	2.5	2,745	9.8	1,423	5.1	250	.9
Floor coverings	366	89,021	86,561	81,861	94.6	559	.7	2,722	3.1	1,332	1.5	87	.1
Furniture (household and office)	375	38,164	36,582	29,045	79.4	2,156	5.9	4,334	11.8	977	2.7	70	.2
House furnishings (except as specified)	784	69,327	65,215	53,104	81.4	667	1.0	5,847	9.0	5,490	8.4	107	.2
Musical instruments and sheet music	113	13,448	12,526	10,902	87.0	513	4.1	10	.1	998	8.0	103	.8
General Merchandise	209	361,647	359,276	125,999	35.1	2,320	.6	137,394	38.2	16,134	4.5	77,429	21.6
Groceries (full line)	3,833	1,953,762	1,805,344	1,697,827	94.0	7,421	.4	63,928	3.5	33,533	1.9	2,635	.2
Groceries and Foods (specialty lines)	12,156	1,682,961	1,543,258	1,055,937	68.4	24,693	1.6	201,314	13.0	247,830	16.1	13,484	.9
Canned goods	291	77,222	74,181	51,465	69.4	391	.5	7,137	9.6	12,944	17.5	2,244	3.0
Coffee, tea and spices	964	220,488	194,797	95,171	48.8	1,560	.8	20,034	10.3	76,723	39.4	1,309	.7
Confectionery	2,070	111,867	105,409	97,130	92.1	825	.8	1,120	1.1	6,295	6.0	39	--
Fish and sea foods	1,285	120,054	114,202	79,817	69.9	2,275	2.0	9,927	8.7	21,464	18.8	719	.6
Flour	505	77,909	73,785	40,902	55.4	1,644	2.2	18,502	25.1	12,673	17.2	64	.1
Meats and meat products	2,218	441,852	418,429	295,365	70.6	11,021	2.6	72,998	17.4	37,110	8.9	1,935	.5
Soft drinks	429	20,815	19,272	16,621	86.2	502	2.6	498	2.6	1,580	8.2	71	.4
Sugar	126	62,382	46,413	27,060	58.3	84	.2	13,633	29.4	5,636	12.1	--	--
Other food and grocery specialties	4,268	550,372	496,770	352,406	70.9	6,391	1.3	57,465	11.6	73,405	14.8	7,103	1.4
Hardware	1,129	428,249	349,699	248,925	71.2	15,176	4.3	73,641	21.1	9,722	2.8	2,235	.6
Hardware (full line)	610	387,020	313,799	228,686	72.9	13,886	4.4	63,086	20.1	6,129	2.0	2,012	.6
Hardware (specialty lines)	519	41,229	35,900	20,239	56.4	1,290	3.6	10,555	29.4	3,593	10.0	223	.6
Jewelry and Optical Goods	1,801	180,685	167,076	138,243	82.7	1,764	1.1	12,983	7.8	13,357	8.0	729	.4
Jewelry (full line)	224	42,107	39,678	37,300	94.0	1,034	2.6	197	.5	811	2.0	336	.9
Clocks and watches	160	29,198	28,582	26,828	93.9	43	.1	169	.6	1,538	5.4	4	--
Diamonds and other precious stones	274	27,732	25,222	12,042	47.8	55	.2	6,944	27.5	6,152	24.4	29	.1
Other jewelry specialties	758	53,834	46,774	37,438	80.0	503	1.1	5,391	11.5	3,093	6.6	349	.8
Optical goods	385	27,814	26,820	24,635	91.8	129	.5	282	1.1	1,763	6.6	11	--
Lumber and Construction Materials	2,817	491,857	410,248	195,831	47.7	11,712	2.9	157,265	38.3	34,549	8.4	10,891	2.7
Builders' supplies (full line)	504	76,051	60,060	30,102	50.1	[illegible]	5.2	23,634	39.4	3,153	5.2	44	.1
Lumber and millwork	1,597	339,092	284,932	144,386	50.7	[illegible]	[illegible]	95,821	33.6	27,161	9.5	10,609	3.7
Brick, tile and terra cotta	119	8,732	7,543	3,008	39.9	[illegible]	1.7	4,102	54.4	304	4.0	--	--
Cement, lime and plaster	130	18,956	17,106	4,784	28.0	[illegible]	3.8	11,301	66.1	370	2.1	--	--
Glass	262	21,638	17,567	8,953	51.0	496	2.8	6,349	36.1	1,686	9.6	83	.5
Sand, gravel and crushed stone	110	10,257	8,185	1,162	14.2	249	3.1	6,296	76.9	453	5.5	25	.3
All other	95	17,131	14,855	3,436	23.1	105	.7	9,762	65.7	1,422	9.6	130	.9

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)													
Machinery, Equipment and Supplies	7,198	$835,647	$702,871	$137,461	19.5	$7,969	1.1	$507,249	72.2	$43,348	6.2	$6,844	1.0
Commercial mchnry, eqpt., and spls.													
Office (except furniture)	194	14,308	9,336	2,390	25.6	72	.8	5,093	54.5	1,318	14.1	463	5.0
Store, restaurant and hotel	673	44,860	35,804	9,455	26.4	378	1.1	23,446	65.5	2,042	5.7	483	1.3
All other	68	5,195	4,687	2,247	47.9	438	9.3	1,493	31.9	455	9.7	54	1.2
Farm and dairy machinery and equipment	336	45,250	37,200	21,256	57.1	1,735	4.7	12,397	33.3	1,748	4.7	64	.2
Industrial equipment and supplies													
Industrial (full line)	189	79,828	68,772	8,270	12.0	548	.8	58,174	84.6	1,686	2.5	94	.1
Belting, hose and packing	168	12,281	9,803	1,483	15.1	96	1.0	7,082	72.3	1,108	11.3	34	.3
Power transmission equipment	66	6,778	5,139	407	7.9	39	.8	4,156	80.9	513	10.0	24	.4
Rope, cordage and twine	56	14,087	11,805	4,727	40.0	11	.1	3,064	26.0	3,914	33.2	89	.7
All other	1,028	102,508	89,922	12,223	13.6	788	.9	67,551	75.1	8,300	9.2	1,060	1.2
Industrial machinery													
Construction (including road building)	277	53,831	40,177	1,411	3.5	97	.3	38,218	95.1	451	1.1	--	--
Machine tools	79	10,689	10,247	1,501	14.6	40	.4	8,409	82.1	279	2.7	18	.2
Mining and quarrying	87	11,184	8,918	769	8.6	131	1.5	7,392	82.9	621	6.9	5	.1
Oil well and oil refining	759	152,273	140,332	2,171	1.5	194	.2	134,049	95.5	1,537	1.1	2,381	1.7
Power plant	65	5,806	3,885	835	21.5	50	1.3	2,627	67.6	348	9.0	25	.6
Textile	48	5,149	4,639	380	8.2	11	.2	4,035	87.0	37	.8	176	3.8
Used machinery and equipment	192	11,851	8,681	751	8.7	72	.8	7,446	85.8	301	3.5	111	1.2
All other	354	24,292	18,404	1,712	9.3	308	1.7	12,907	70.1	2,886	15.7	591	3.2
Professional equipment and supplies													
Dental	256	23,202	18,144	5,493	30.3	10	.1	11,985	66.0	581	3.2	75	.4
Surgical, medical and hospital	203	26,033	18,969	3,412	18.0	335	1.8	14,101	74.3	949	5.0	172	.9
All other	252	30,121	24,367	7,751	31.8	993	4.1	13,734	56.4	1,765	7.2	124	.5
Service equipment and supplies													
Barber and beauty parlor	645	38,348	31,510	18,779	59.6	435	1.4	7,949	25.2	4,302	13.7	45	.1
Laundry	138	21,768	19,371	3,646	18.8	379	2.0	13,902	71.8	1,443	7.4	1	--
Upholsterers'	200	25,636	24,148	12,003	49.7	53	.2	10,937	45.3	1,024	4.2	131	.6
All other	623	34,516	27,116	10,256	37.8	327	1.2	12,867	47.5	3,636	13.4	30	.1
Transportation equipment and supplies													
Aircraft and aeronauticel	15	1,445	1,145	210	18.3	19	1.7	152	13.3	408	35.6	356	31.1
Railroad	33	16,588	16,322	98	.6	--	--	15,315	93.8	741	4.6	168	1.0
Boats (including motor, sail and steam)	71	5,447	4,847	2,014	41.6	251	5.2	1,998	41.2	583	12.0	1	--
All other	123	12,373	9,181	1,811	19.7	159	1.7	6,770	73.7	372	4.1	69	.8
Metals and Metal Work (except scrap)	810	281,996	245,813	23,709	9.6	606	.3	151,057	61.5	20,970	8.5	49,471	20.1
Iron and steel (except structural)	345	114,884	98,776	7,482	7.6	224	.3	53,964	54.6	4,861	4.9	32,245	32.6
Structural iron and steel	93	18,965	12,327	929	7.5	118	1.0	10,411	84.5	869	7.0	--	--
Wire, wire fence and wire rope	61	7,759	7,936	4,305	54.2	145	1.8	3,023	38.1	448	5.7	15	.2
Copper	19	4,635	4,560	264	5.8	10	.2	3,698	81.1	568	12.5	20	.4
Sheet metal products	179	40,243	35,717	9,195	25.7	101	.3	18,637	52.2	6,970	19.5	814	2.3
Other metals and metal work	113	95,510	86,497	1,534	1.8	8	--	61,324	70.9	7,254	8.4	16,377	18.9

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)													
Paper and Its Products	2,549	$408,935	$355,025	$165,144	46.5	$2,975	.9	$138,152	38.9	$45,126	12.7	$3,628	1.0
Wrapping or coarse paper and products	1,572	291,576	250,992	120,580	48.0	1,378	.5	94,318	37.6	31,782	12.7	2,934	1.2
Fine or printing and writing paper	211	62,540	56,782	16,768	29.5	226	.4	30,796	54.2	8,381	14.8	611	1.1
Stationery and stationery supplies	504	38,209	33,520	18,833	56.2	813	2.4	9,209	27.5	4,584	13.7	81	.2
Wall paper	262	16,610	13,731	8,963	65.2	558	4.1	3,829	27.9	379	2.8	2	--
Petroleum and Its Products	674	132,399	89,244	50,261	56.3	4,183	4.7	20,948	23.5	11,754	13.2	2,098	2.3
Plumbing and Heating Equipment and Supplies	1,743	243,173	199,635	113,609	56.9	4,765	2.4	64,455	32.3	15,593	7.8	1,213	.6
Plumbing and heating (full line)	508	119,862	90,769	57,923	63.8	1,773	2.0	26,819	29.5	4,254	4.7	--	--
Heating (including stoves and ranges)	224	24,682	22,030	10,155	46.1	860	3.9	7,025	31.9	3,964	18.0	26	.1
Plumbing fixtures, equipment and supplies	865	88,465	78,827	40,285	51.1	1,808	2.3	28,725	36.4	6,833	8.7	1,176	1.5
All other	146	10,164	8,009	5,246	65.5	324	4.0	1,886	23.5	542	6.8	11	.2
Tobacco and Its Products (except leaf)	2,253	783,368	747,782	688,001	92.0	4,926	.7	4,229	.6	50,510	6.7	116	--
Waste Materials	4,793	399,664	356,607	11,563	3.2	1,205	.3	263,780	74.0	56,618	15.9	23,441	6.6
Iron and steel scrap	1,456	166,181	151,451	2,532	1.7	590	.4	117,813	77.8	15,833	10.5	14,683	9.6
Junk and scrap (full line)	1,537	79,537	69,575	4,700	6.8	551	.8	43,604	62.7	17,890	25.7	2,830	4.0
Waste paper, rags and rubber	1,578	125,994	111,103	3,993	3.6	50	.1	82,689	74.4	20,210	18.2	4,161	3.7
Nonferrous metals	222	27,952	24,478	338	1.4	14	.1	19,674	80.3	2,685	11.0	1,767	7.2
All Other Products	4,184	550,233	497,336	174,047	35.0	4,395	.9	239,355	48.1	67,363	13.6	12,176	2.4
Books, periodicals and newspapers	636	108,550	98,388	77,316	78.6	1,661	1.7	12,321	12.5	6,467	6.6	623	.6
Flowers and nursery stock	539	25,124	23,888	20,473	85.7	354	1.5	464	1.9	2,592	10.9	5	--
Forest products (except lumber)	550	80,373	72,432	5,656	7.8	136	.2	45,612	63.0	19,290	26.6	1,738	2.4
Leather and leather goods	1,057	104,873	94,742	35,399	37.4	449	.5	46,610	49.2	10,033	10.6	2,251	2.3
Oils and greases (animal and vegetable)	77	43,212	41,731	4,395	10.5	4	--	25,694	61.6	10,715	25.7	923	2.2
Rubber (crude)	27	62,436	58,994	1,800	3.1	--	--	51,862	87.9	2,553	4.3	2,779	4.7
Textiles and materials other than dry goods	305	35,445	25,944	7,632	29.4	132	.5	10,296	39.7	5,984	23.1	1,900	7.3
Yarns	175	41,562	39,830	6,527	16.4	208	.5	28,199	70.8	4,252	10.7	644	1.6
Miscellaneous kinds of business	818	48,658	41,387	14,849	35.9	1,451	3.5	18,297	44.2	5,477	13.2	1,313	3.2
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	6,201,778	3,264,247	52.6	23,511	.4	1,715,990	27.7	1,152,245	18.6	45,785	.7
Amusement and Sporting Goods	241	102,090	60,996	27,767	45.5	1,197	2.0	21,114	34.6	3,571	5.9	7,347	12.0
Moving picture films	93	42,408	42,363	17,551	41.4	--	--	17,880	42.2	--	--	6,932	16.4
Sporting goods (full line)	58	14,863	14,807	8,913	60.2	1,191	8.0	2,109	14.2	2,427	16.4	167	1.2
Toys, novelties and fireworks	16	4,838	1,599	247	15.4	6	.4	--	--	1,108	69.3	238	14.9
All other	74	39,981	2,227	1,056	47.4	--	--	1,125	50.5	36	1.6	10	.5

* Including those from which no analysis by classes of customers was obtainable

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
				to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
MANUFACTURES SALES BRANCHES (WITH STOCKS) (continued)													
Automotive	896	$1,261,865	$1,061,376	$959,985	90.4	$1,427	.1	$68,705	6.5	$31,069	2.9	$190	.1
Automobiles and other motor vehicles	432	1,006,177	904,630	843,402	93.2	1,022	.1	58,142	6.4	2,045	.3	19	--
Automotive equipment	193	46,950	31,494	8,458	26.9	2	--	6,770	21.5	16,093	51.1	171	.5
Tires and tubes	271	208,738	125,252	108,125	86.3	403	.4	3,793	3.0	12,931	10.3	--	--
Beer, Wines and Liquors	377	265,812	195,144	39,855	20.4	725	.4	22,526	11.5	131,915	67.6	123	.1
Beer and other fermented malt liquors	261	68,275	56,945	27,249	47.8	563	1.0	1,856	3.3	27,160	47.7	117	.2
Wines and liquors	116	197,537	138,199	12,606	9.1	162	.1	20,670	15.0	104,755	75.8	6	--
Chemicals and Paints	561	427,535	400,909	68,919	17.2	1,833	.5	277,592	69.2	41,845	10.4	10,720	2.7
Dyestuffs	33	33,614	33,576	--	--	--	--	24,430	72.8	9,146	27.2	--	--
Explosives	43	32,377	32,340	4,443	13.7	15	.1	27,110	83.8	435	1.3	337	1.1
Industrial chemicals	73	122,582	119,662	6,525	5.5	--	--	94,773	79.1	13,036	10.9	5,328	4.5
Paints and varnishes	265	168,189	157,501	52,296	33.2	1,810	1.1	81,092	51.5	18,043	11.5	4,260	2.7
All other	147	70,773	57,830	5,655	9.8	8	--	50,187	86.8	1,185	2.0	795	1.4
Clothing and Furnishings	345	282,163	274,881	261,907	95.3	370	.1	1,144	.4	10,165	3.7	1,295	.5
Clothing and/or furnishings	20	8,917	8,191	5,960	72.8	74	.9	239	2.9	1,918	23.4	--	--
Men's and boys'	137	98,279	96,186	89,498	93.0	59	.1	654	.7	5,855	6.1	120	.1
Women's and children's	103	47,808	45,871	43,622	95.1	15	--	89	.2	2,028	4.4	117	.3
Furs, dressed and fur clothing	5	622	604	604	100.0	--	--	--	--	--	--	--	--
Hosiery	14	13,550	12,206	11,166	91.5	222	1.8	--	--	--	--	818	6.7
Millinery and millinery supplies	11	1,320	1,265	1,234	97.5	--	--	18	1.4	9	.7	4	.4
Shoes and other footwear	55	111,667	110,558	109,823	99.4	--	--	144	.1	355	.3	236	.2
Coal and Coke	10	8,331	8,309	3,535	42.5	2,185	26.3	2,589	31.2	--	--	--	--
Drugs and Drug Sundries	270	128,468	101,864	59,791	58.7	115	.1	10,124	9.9	30,346	29.8	1,488	1.5
Drug specialties	115	73,163	53,991	26,422	48.9	4	--	8,705	16.1	17,817	33.0	1,043	2.0
Patent medicines	38	23,391	19,207	10,461	54.5	33	.2	100	.5	8,222	42.8	391	2.0
Toilet articles and preparations	99	27,153	23,966	19,271	80.4	70	.3	1,319	5.5	3,252	13.6	54	.2
All other	18	4,761	4,700	3,637	77.4	8	.2	--	--	1,055	22.4	--	--
Dry Goods	208	180,322	142,391	34,749	24.4	15	--	99,685	70.0	7,656	5.4	286	.2
Electrical Goods	428	349,819	320,835	45,351	14.1	2,633	.8	236,748	73.8	35,353	11.0	750	.3
Farm Products - consumer goods	327	71,570	54,298	33,681	62.0	2,254	4.2	1,612	3.0	14,819	27.3	1,932	3.5
Farm Supplies	74	31,785	17,576	3,558	20.2	1,055	6.0	4,745	27.0	8,148	46.4	70	.4
Feed	30	2,904	1,923	1,359	70.7	151	7.9	202	10.5	211	10.9	--	--
Fertilizer	39	28,409	15,184	1,948	12.8	904	6.0	4,325	28.5	7,937	52.3	70	.4
All other	5	472	469	251	53.5	--	--	218	46.5	--	--	--	--

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)													
Furniture and House Furnishings	250	$78,959	$75,497	$59,347	78.6	$621	.8	$8,094	10.7	$7,324	9.7	$111	.2
Floor coverings	50	28,443	28,431	22,247	78.2	10	--	189	.7	5,985	21.1	--	--
Furniture (household and office)	121	32,292	29,842	23,903	80.1	10	--	5,125	17.2	697	2.3	107	.4
House furnishings (except as specified)	72	15,867	15,591	12,332	79.1	167	1.1	2,556	16.4	532	3.4	4	--
All other	7	2,357	1,633	865	53.0	434	26.6	224	13.7	110	6.7	--	--
Groceries and Foods (specialty lines)	3,102	2,252,166	1,922,704	1,373,002	71.4	4,583	.2	214,625	11.2	325,368	16.9	5,126	.3
Canned goods	230	161,838	131,201	52,994	40.4	32	--	11,124	8.5	64,283	49.0	2,768	2.1
Coffee, tea and spices	14	12,338	12,336	12,054	97.7	2	--	14	.1	201	1.6	65	.6
Confectionery	81	37,096	36,448	23,116	63.4	--	--	1,975	5.4	11,095	30.5	262	.7
Flour	165	122,086	120,917	57,464	47.5	769	.6	32,237	26.7	30,419	25.2	28	--
Meats and meat products	937	1,080,929	1,064,237	925,952	87.0	1,980	.2	71,738	6.8	64,196	6.0	371	--
Soft drinks	31	6,843	6,644	5,870	88.4	12	.2	312	4.7	450	6.7	--	--
Other food and grocery specialties	1,644	831,036	550,921	295,552	53.6	1,788	.3	97,225	17.7	154,724	28.1	1,632	.3
Hardware	62	18,327	5,451	1,646	30.2	47	.9	383	7.0	2,694	49.4	681	12.5
Jewelry and Optical Goods	249	91,458	66,057	11,710	17.7	105	.2	49,484	75.0	4,173	6.3	585	.8
Jewelry	43	72,507	64,835	10,523	16.3	80	.1	49,476	76.3	4,171	6.4	585	.9
Optical goods	206	18,951	1,222	1,187	97.1	25	2.0	8	.7	2	.2	--	--
Lumber and Construction Materials	261	112,792	66,552	31,338	47.1	566	.9	17,544	26.4	15,760	23.6	1,344	2.0
Builders' supplies (full line)	45	32,474	22,878	6,443	28.2	1	--	2,806	12.3	12,460	54.4	1,168	5.1
Lumber and millwork	38	13,186	8,239	5,980	72.6	39	.5	1,478	17.9	742	9.0	--	--
Brick, tile and terra cotta	44	5,403	5,299	2,875	54.3	24	.5	1,835	34.6	508	9.6	57	1.0
Cement, lime and plaster	27	11,452	8,920	5,292	59.3	--	--	3,295	36.9	214	2.4	119	1.4
Sand, gravel and crushed stone	4	118	118	--	--	--	--	--	--	118	100.0	--	--
All other	103	50,159	21,098	10,748	50.9	502	2.4	8,130	38.5	1,718	8.2	--	--
Machinery, Equipment and Supplies	2,642	693,362	471,704	124,640	26.4	2,162	.5	299,534	63.5	38,511	8.2	6,857	1.4
Commercial machinery, equipment and supplies													
Office (except furniture)	955	108,920	57,208	975	1.7	1	--	54,919	96.0	1,246	2.2	67	.1
Store, restaurant and hotel	81	18,935	17,879	8,164	45.7	106	.6	7,121	39.8	2,299	12.9	189	1.0
Farm and dairy machinery and equipment	252	193,308	110,698	88,091	79.6	1,609	1.5	16,069	14.5	2,862	2.6	2,067	1.8
Industrial equipment and supplies													
Industrial (full line)	7	3,693	3,678	600	16.3	--	--	3,078	83.7	--	--	--	--
Belting, hose and packing	51	26,869	15,074	2,893	19.2	--	--	10,313	68.4	1,848	12.3	20	.1
Power transmission equipment	81	7,206	8,977	114	1.3	--	--	8,217	91.5	621	6.9	25	.3
Rope, cordage and twine	18	6,863	4,320	129	3.0	--	--	1,378	31.9	2,790	64.6	23	.5
All other	316	95,162	85,228	2,696	3.2	7	--	70,818	83.1	11,380	13.3	327	.4

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers										
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)													
Machinery, Equipment and Supplies (continued)													
Industrial machinery													
Construction (including road building)	81	$18,645	$10,506	$837	8.0	--	--	$9,545	90.8	--	--	$124	1.2
Machine tools	21	7,369	1,869	220	11.8	--	--	1,634	87.4	$15	.8	--	--
Mining and quarrying	52	22,179	19,269	50	.3	--	--	19,121	99.2	--	--	98	.5
Oil well and oil refining	150	28,038	25,931	1,609	6.2	$320	1.2	23,236	89.6	766	3.0	--	--
Power plant	9	5,919	5,250	--	--	--	--	5,021	95.6	131	2.5	98	1.9
Textile	20	16,068	1,925	--	--	--	--	1,791	93.0	--	--	134	7.0
All other	91	41,422	27,682	26	.1	51	.2	24,934	90.1	--	--	2,671	9.6
Professional equipment and supplies													
Dental	38	11,220	10,687	2,219	20.8	5	--	4,017	37.6	4,435	41.5	11	.1
Surgical, medical and hospital	117	18,869	15,578	473	3.0	39	.3	12,341	79.2	2,042	13.1	683	4.4
All other	24	3,789	3,371	702	20.8	24	.7	2,645	78.5	--	--	--	--
Service equipment and supplies													
Barber and beauty parlor	18	3,598	2,477	883	35.6	--	--	601	24.3	972	39.2	21	.9
Laundry	50	14,871	10,732	106	1.0	--	--	9,418	87.7	942	8.8	266	2.5
Upholsterers'	43	6,192	5,460	581	10.6	--	--	4,646	85.1	233	4.3	--	--
All other	158	31,316	25,500	13,247	51.9	--	--	6,328	24.8	5,925	23.3	--	--
Transportation equipment and supplies	9	2,911	2,405	25	1.0	--	--	2,343	97.4	4	.2	33	1.4
Metals and Metal Work (except scrap)	271	243,350	191,492	7,231	3.8	117	.1	158,648	82.8	24,325	12.7	1,171	.6
Iron and steel (except structural)	110	108,011	85,151	3,089	3.6	30	--	66,960	78.6	14,598	17.2	474	.6
Structural iron and steel	43	22,063	11,667	486	4.2	--	--	10,595	90.8	52	.4	534	4.6
Wire, wire fence and wire rope	50	27,282	25,865	2,220	8.6	70	.3	18,897	73.0	4,678	18.1	--	--
Sheet metal products	23	19,350	3,736	1,385	37.1	--	--	1,247	33.4	1,104	29.5	--	--
All other	45	66,644	65,073	51	.1	17	--	60,949	93.7	3,893	6.0	163	.2
Paper and Its Products	206	150,420	115,065	27,366	23.8	391	.3	63,049	54.8	22,793	19.8	1,466	1.3
Petroleum and Its Products	56	18,175	15,229	4,300	28.2	45	.3	7,635	50.1	2,734	18.0	515	3.4
Plumbing and Heating Eqpt. and Spls.	367	102,251	88,836	29,708	33.4	659	.7	30,486	34.3	27,612	31.1	371	.5
Tobacco and Its Products (except leaf)	65	407,526	389,535	35,109	9.0	54	--	1,126	.3	353,050	90.6	196	.1
All Other Products	366	167,468	155,077	19,752	12.7	352	.3	118,798	76.6	13,014	8.4	3,161	2.0
Books, periodicals and newspapers	48	19,531	11,295	4,400	39.0	168	1.5	6,366	56.3	331	2.9	30	.3
Forest products (except lumber)	39	12,170	12,139	593	4.9	--	--	10,384	85.5	1,023	8.4	139	1.2
Leather and leather goods	90	59,745	57,817	2,370	4.1	--	--	48,942	84.6	3,648	6.3	2,857	5.0
Oils and greases (animal and vegetable)	29	29,639	29,049	221	.8	--	--	24,201	83.3	4,535	15.6	92	.3
Textiles and materials other than dry goods	25	19,389	17,838	633	3.6	--	--	15,560	87.2	1,645	9.2	--	--
Yarns	17	18,915	18,930	7,926	41.9	3	--	10,648	56.2	312	1.7	41	.2
Miscellaneous kinds of business	118	8,079	8,009	3,609	45.1	181	2.2	2,697	33.7	1,520	19.0	2	--

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
				to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
MANUFACTURERS SALES OFFICES (WITHOUT STOCKS)	4,196	$3,620,074	$2,908,284	$516,943	17.8	$4,246	.2	$1,725,091	59.3	$614,083	21.1	$47,921	1.6
Amusement and Sporting Goods	140	119,173	91,703	22,283	24.3	--	--	57,870	63.1	134	.2	11,416	12.4
Moving picture films	131	84,930	57,560	--	--	--	--	57,560	100.0	--	--	--	--
All other	9	34,243	34,143	22,283	65.3	--	--	310	.9	134	.4	11,416	33.4
Automotive	36	53,549	50,272	26,301	52.3	46	.1	18,668	37.1	4,977	9.9	280	.6
Beer, Wines and Liquors	37	81,280	79,536	6,606	8.3	--	--	16,828	21.1	55,483	69.8	619	.8
Chemicals and Paints	209	190,157	125,851	3,105	2.5	111	.1	107,378	85.3	11,723	9.3	3,534	2.8
Clothing and Furnishings	208	101,042	87,785	67,619	77.0	391	.5	3,281	3.7	14,533	16.6	1,961	2.2
Coal and Coke	6	11,526	11,526	5,270	45.7	20	.2	4,768	41.4	27	.2	1,441	12.5
Drugs and Drug Sundries (specialty lines)	31	9,940	9,940	6,337	63.8	--	--	976	9.8	2,626	26.4	1	--
Dry Goods (specialty lines)	133	225,476	134,592	34,168	25.4	3	--	86,464	64.2	12,860	9.6	1,097	.8
Notions	22	11,818	5,008	3,532	70.5	--	--	1,168	23.3	308	6.2	--	--
Piece goods	107	212,323	128,249	30,621	23.9	3	--	83,976	65.5	12,552	9.8	1,097	.8
All other	4	1,335	1,335	15	1.1	--	--	1,320	98.9	--	--	--	--
Electrical Goods	263	137,180	126,334	7,748	6.1	52	.1	99,556	78.8	16,957	13.4	2,021	1.6
Farm Products - consumer goods	5	3,350	3,350	3,350	--	--	--	--	--	--	--	--	--
Farm Supplies	33	17,043	15,154	10,696	70.6	402	2.7	3,694	24.3	362	2.4	--	--
Furniture and House Furnishings	114	56,079	39,021	9,055	23.2	--	--	5,307	13.6	24,256	62.2	403	1.0
Groceries and Foods (specialty lines)	206	253,777	240,460	144,206	60.0	221	.1	20,485	8.5	67,309	28.0	8,239	3.4
Hardware	31	10,072	5,668	2,399	42.3	--	--	1,368	24.1	1,797	31.8	104	1.8
Jewelry and Optical Goods	41	6,515	5,611	2,572	45.8	--	--	999	17.8	1,998	35.6	42	.8
Lumber and Construction Materials	277	169,299	97,993	66,635	68.0	10	--	19,411	19.8	11,579	11.8	358	.4
Machinery, Equipment and Supplies	1,146	492,453	379,868	8,771	2.3	1,041	.3	359,487	94.7	6,974	1.8	3,595	.9
Commercial mchnry, eqpt., and spls.	316	21,647	17,585	2,208	12.6	13	--	15,130	86.0	137	.8	97	.6
Farm and dairy machinery and equipment	9	686	20	--	--	--	--	20	--	--	--	--	--
Industrial equipment and supplies	312	272,174	197,517	5,175	2.6	926	.5	185,284	93.8	3,577	1.8	2,555	1.3

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
				to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)													
Machinery, Equipment and Supplies (continued)													
Industrial machinery	345	$98,949	$77,188	$218	.3	--	--	$75,754	98.1	$626	.8	$590	.8
Professional equipment and supplies	44	3,626	3,502	--	--	$15	.4	2,805	80.1	682	19.5	--	--
Service equipment and supplies	72	35,779	24,464	1,170	4.8	87	.4	21,261	86.9	1,937	7.9	9	--
Transportation equipment and supplies	48	59,592	59,592	--	--	--	--	59,233	99.4	15	--	344	.6
Metals and Metal Work (except scrap)	476	1,021,883	859,350	5,966	.7	396	--	768,740	89.5	81,177	9.4	3,071	.4
Paper and Its Products	181	136,843	97,228	31,394	32.3	345	.4	40,307	41.5	24,939	25.6	243	.2
Petroleum and Its Products	25	46,880	40,610	27,847	68.6	57	.1	4,508	11.1	8,078	19.9	120	.3
Plumbing and Heating Equipment and Supplies	178	22,954	20,939	1,983	9.5	119	.6	11,062	52.8	7,643	36.5	132	.6
Tobacco and Its Products (except leaf)	128	316,336	266,579	7,731	2.9	--	--	7,039	2.6	251,809	94.5	--	--
All Other Products	292	137,267	118,914	14,901	12.5	1,032	.9	86,895	73.0	6,842	5.8	9,244	7.8
Books, periodicals and newspapers	106	31,788	23,117	11,276	48.8	1,022	4.5	4,772	20.6	2,176	9.4	3,871	16.7
Forest products (except lumber)	70	29,751	27,140	2,942	10.8	--	--	17,531	64.6	1,682	6.2	4,985	18.4
Leather and leather goods	22	10,620	8,949	437	4.9	--	--	8,412	94.0	--	--	100	1.1
Oils and greases (animal and vegetable)	6	6,513	6,513	8	.1	--	--	5,426	83.3	1,010	15.5	69	1.1
Textiles and materials other than dry goods	15	6,950	5,158	--	--	--	--	5,158	100.0	--	--	--	--
Yarns	22	46,254	44,857	--	--	--	--	42,729	95.2	1,921	4.3	207	.5
Miscellaneous kinds of business	51	5,391	3,180	238	7.5	10	.3	2,867	90.1	53	1.7	12	.4
BULK TANK STATIONS													
Petroleum and Its Products	27,333	2,704,047	1,379,520	1,011,790	73.3	109,711	8.0	136,310	9.9	116,223	8.4	5,486	.4
AGENTS AND BROKERS	18,147	8,908,076	6,697,013	1,404,481	21.0	7,183	.1	2,336,177	34.9	2,642,404	39.4	306,768	4.6
Amusement and Sporting Goods	245	23,931	19,073	7,827	41.0	47	.3	5,449	28.6	5,039	26.4	711	3.7
Cameras and motion picture eqpt. and spls.	13	1,449	145	--	--	--	--	13	9.0	70	48.3	62	42.7
Moving picture films	40	4,291	4,064	66	1.6	--	--	3,677	90.5	--	--	321	7.9
Sporting goods (full line)	19	2,260	1,375	316	23.0	--	--	255	18.5	804	58.5	--	--
Toys, novelties and fireworks	137	13,065	11,526	6,764	58.7	29	.2	1,184	10.3	3,265	28.3	284	2.5
All other	36	2,866	1,963	681	34.7	18	.9	320	16.3	900	45.8	44	2.3
Automotive	448	68,681	65,923	9,068	13.8	279	.4	19,897	30.2	7,496	11.4	29,183	44.2
Automobiles and other motor vehicles	32	14,970	14,750	2,519	17.1	171	1.2	3,575	24.2	22	.1	8,463	57.4
Automotive equipment	392	47,393	44,902	6,243	13.9	83	.2	16,235	36.2	7,474	16.6	14,867	33.1
Tires and tubes	24	6,318	6,271	306	4.9	25	.4	87	1.4	--	--	5,853	93.3

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
AGENTS AND BROKERS (continued)													
Beer, Wines and Liquors	73	$21,473	$18,577	$10,554	56.8	$1	--	$3,615	19.4	$4,377	23.6	$30	.2
Beer and other fermented malt liquors	5	95	95	78	82.1	--	--	17	17.9	--	--	--	--
Wines and liquors	68	21,378	18,482	10,476	56.7	1	--	3,598	19.4	4,377	23.7	30	.2
Chemicals and Paints	420	98,427	79,729	3,622	4.5	878	1.1	46,058	57.8	26,219	32.9	2,952	3.7
Dyestuffs	7	1,102	1,102	--	--	--	--	253	23.0	828	75.1	21	1.9
Explosives	9	335	270	10	3.7	--	--	241	89.3	19	7.0	--	--
Industrial chemicals	75	28,107	25,457	498	2.0	--	--	21,442	84.2	2,747	10.8	770	3.0
Naval stores	35	15,198	8,810	981	11.2	--	--	1,392	15.8	5,324	60.4	1,113	12.6
Paints and varnishes	70	6,524	6,024	1,160	19.3	875	14.5	3,519	58.4	468	7.8	2	--
All other	224	47,161	38,066	973	2.6	3	--	19,211	50.5	16,833	44.2	1,046	2.7
Clothing and Furnishings	1,203	417,123	248,470	185,669	74.7	15	--	5,352	2.2	53,736	21.6	3,698	1.5
Clothing and/or furnishings (full line)	163	71,941	41,604	24,521	58.9	5	--	525	1.3	16,339	39.3	214	.5
Men's and boys'	177	29,812	26,518	18,470	69.6	--	--	784	3.0	6,464	24.4	800	3.0
Women's and children's	536	231,878	118,126	104,088	88.1	--	--	2,087	1.8	10,370	8.8	1,581	1.3
Furs, dressed and fur clothing	74	9,766	8,649	7,302	84.4	--	--	63	.7	905	10.5	379	4.4
Hosiery	87	47,741	32,506	18,900	58.1	--	--	867	2.7	12,609	38.8	130	.4
Millinery and millinery supplies	99	15,256	11,807	6,640	56.2	7	.1	915	7.8	4,185	35.4	60	.5
Shoes and other footwear	67	10,729	9,260	5,748	62.1	3	--	111	1.2	2,864	30.9	534	5.8
Coal and Coke	440	427,346	392,697	209,767	53.4	704	.2	128,444	32.7	46,004	11.7	7,778	2.0
Drugs and Drug Sundries (specialty lines)	140	26,894	20,434	10,538	51.6	3	--	2,127	10.4	7,064	34.6	702	3.4
Drug specialties	38	10,365	8,504	3,969	46.7	2	--	1,656	19.5	2,385	28.0	492	5.8
Patent medicines	21	3,863	3,722	1,088	29.2	--	--	172	4.6	2,289	61.5	173	4.7
Toilet articles and preparations	59	6,948	5,415	4,424	81.7	1	--	278	5.1	685	12.7	27	.5
All other	22	5,718	2,793	1,057	37.8	--	--	21	.8	1,705	61.0	10	.4
Dry Goods (full line)	14	23,061	2,968	1,054	35.5	36	1.2	--	--	700	23.6	1,178	39.7
Dry Goods (specialty lines)	938	1,015,100	719,246	192,138	26.7	183	--	360,560	50.1	156,047	21.7	10,318	1.5
Notions	113	28,003	27,001	18,711	69.3	5	--	6,118	22.7	2,007	7.4	160	.6
Piece goods	767	981,461	688,115	171,174	24.9	178	--	353,384	51.4	153,752	22.3	9,627	1.4
All other	58	5,636	4,130	2,253	54.5	--	--	1,058	25.6	288	7.0	531	12.9
Electrical Goods	638	45,863	40,512	8,088	20.0	122	.3	17,384	42.9	12,978	32.0	1,940	4.8
Electrical merchandise (full line)	7	1,269	825	183	22.2	12	1.4	580	70.3	50	6.1	--	--
Apparatus and equipment	148	9,367	8,099	1,120	13.8	4	.1	6,100	75.3	875	10.8	--	--
Wiring supplies and construction materiel	233	20,351	18,665	2,800	15.0	63	.3	7,018	37.6	8,318	44.6	466	2.5
Radios, Refrigerators and appliances	250	14,876	12,923	3,985	30.8	43	.4	3,686	28.5	3,735	28.9	1,474	11.4

(continued)

* Including those from which no analysis by classes of customers was obtainable

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
AGENTS AND BROKERS (continued)													
Farm Products (raw materials)	3,010	$2,710,088	$1,811,558	$86,962	4.8	$2,332	.1	$889,263	49.1	$744,394	41.1	$88,607	4.9
Cotton	476	334,791	257,731	1,366	.6	65	--	125,061	48.5	115,166	44.7	16,073	6.2
Grain	414	599,343	421,634	21,792	5.2	98	--	146,890	34.8	222,078	52.7	30,776	7.3
Hides, skins, and furs (raw)	183	64,667	54,491	2,985	5.5	--	--	39,914	73.2	9,897	18.2	1,695	3.1
Horses and mules	89	35,095	21,855	9,792	44.8	204	.9	4,685	21.4	2,714	12.5	4,460	20.4
Livestock	1,262	1,243,651	752,491	45,969	6.1	1,910	.3	384,707	51.1	318,414	42.3	1,491	.2
Silk (raw)	14	8,223	7,846	--	--	--	--	5,245	66.8	2,587	33.0	14	.2
Tobacco (leaf)	368	229,467	155,922	2,833	1.8	6	--	84,481	54.2	47,005	30.1	21,597	13.9
Wool and mohair	130	102,277	76,447	703	.9	31	--	56,103	73.4	19,553	25.6	57	.1
All other	74	92,574	63,141	1,522	2.4	18	--	42,177	66.8	6,980	11.1	12,444	19.7
Farm Products (consumer goods)	1,484	766,282	628,028	265,823	42.3	276	.1	23,524	3.7	326,732	52.0	11,673	1.9
Dairy products	35	30,285	26,863	18,835	70.1	--	--	1,677	6.2	6,251	23.3	100	.4
Poultry and poultry products	163	76,601	71,758	31,362	43.7	29	--	1,801	2.5	38,518	53.7	48	.1
Dairy and poultry products	68	52,462	49,304	22,769	46.2	3	--	1,162	2.4	25,370	51.4	--	--
Fruits and vegetables (fresh)	1,211	604,514	477,817	191,089	40.0	244	.1	18,884	4.0	256,075	53.5	11,525	2.4
All other	7	2,420	2,286	1,768	77.3	--	--	--	--	518	22.7	--	--
Farm Supplies	287	87,342	76,845	23,395	30.4	402	.5	41,015	53.4	11,458	14.9	575	.8
Feed	143	56,115	48,521	17,580	36.2	386	.8	21,419	44.1	9,103	18.8	33	.1
Fertilizer	125	27,513	25,097	5,417	21.6	13	.1	19,016	75.7	478	1.9	173	.7
Seeds	12	2,976	2,771	314	11.3	1	--	223	8.1	1,864	67.3	369	13.3
All other	7	738	456	84	18.4	2	.4	357	78.3	13	2.9	--	--
Furniture and House Furnishings	428	75,283	73,160	43,804	59.9	389	.5	12,215	16.7	16,684	22.8	68	.1
China, glassware and crockery	82	10,466	10,149	8,187	80.7	4	--	1,628	16.0	320	3.2	10	.1
Floor coverings	64	18,175	18,005	13,257	73.6	--	--	764	4.3	3,984	22.1	--	--
Furniture (household and office)	136	14,420	13,101	9,287	70.9	306	2.3	3,289	25.1	171	1.3	48	.4
House furnishings (except as specified)	142	31,900	31,591	12,959	41.0	79	.3	6,334	20.1	12,209	38.6	10	--
Musical instruments and sheet music	4	322	314	114	36.3	--	--	200	63.7	--	--	--	--
General Merchandise	69	66,475	53,610	19,199	35.8	4	--	3,103	5.8	1,487	2.8	29,817	55.6
Groceries (full line)	21	11,565	9,660	4,337	44.9	21	.2	106	1.1	5,196	53.8	--	--
Groceries and Foods (specialty lines)	2,219	1,796,819	1,504,419	212,189	14.1	236	--	252,483	16.8	1,018,757	67.7	20,754	1.4
Canned goods	482	294,404	254,360	52,436	20.6	--	--	9,889	3.9	185,198	72.8	6,837	2.7
Coffee, tea and spices	142	112,603	88,197	8,422	9.5	--	--	16,690	18.9	61,438	69.7	1,647	1.9
Confectionery	40	17,339	15,659	1,630	10.4	--	--	187	1.2	13,711	87.6	131	.8
Fish and sea foods	63	33,060	10,309	4,260	41.3	3	--	157	1.5	5,596	54.3	293	2.9
Flour	123	65,606	56,126	25,641	45.7	--	--	18,374	32.7	11,652	20.8	459	.8
Meats and meat products	56	91,120	90,706	9,539	10.5	--	--	1,618	1.8	79,113	87.2	436	.5
Sugar	228	568,227	473,666	41,010	8.7	--	--	167,716	35.4	259,941	54.8	4,999	1.1
Other food and grocery specialties	1,085	614,460	515,396	69,251	13.4	233	.1	37,852	7.3	402,108	78.0	5,952	1.2

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
AGENTS AND BROKERS (continued)													
Hardware	288	$32,508	$26,378	$7,287	27.6	$15	.1	$3,378	12.8	$14,697	55.7	$1,001	3.8
Hardware (full line)	19	9,201	5,129	1,117	21.8	--	--	40	.8	3,481	67.8	491	9.6
Hardware (specialty lines)	269	23,307	21,249	6,170	29.0	15	.1	3,338	15.7	11,216	52.8	510	2.4
Jewelry and Optical Goods	124	6,682	5,643	3,405	60.3	8	.1	303	5.4	1,882	33.4	45	.8
Jewelry (full line)	6	1,036	745	731	98.1	--	--	--	--	14	1.9	--	--
Clocks and watches	7	1,582	1,581	721	45.6	--	--	1	.1	838	53.0	21	1.3
Diamonds and other precious stones	24	982	924	527	57.0	3	.4	211	22.8	183	19.8	--	--
Other jewelry specialties	81	2,741	2,335	1,391	59.6	5	.2	91	3.9	824	35.3	24	1.0
Optical goods	6	341	58	35	60.3	--	--	--	--	23	39.7	--	--
Lumber and Construction Materials	794	139,147	110,235	31,271	28.4	346	.3	35,370	32.1	15,875	14.4	27,373	24.8
Builders' supplies (full line)	197	8,885	7,246	1,385	19.1	82	1.1	4,705	64.9	655	9.1	419	5.8
Lumber and millwork	377	99,725	86,824	26,208	30.2	211	.3	21,484	24.7	11,985	13.8	26,936	31.0
Brick, tile and terra cotta	79	6,413	5,723	2,128	37.2	14	.2	2,321	40.6	1,256	21.9	4	.1
Cement, lime and plaster	18	1,933	1,775	491	27.7	36	2.0	935	52.7	313	17.6	--	--
Glass	33	2,602	2,115	303	14.3	3	.2	874	41.3	921	43.5	14	.7
Sand, gravel and crushed stone	47	16,050	4,287	377	8.8	--	--	3,615	84.3	295	6.9	--	--
All other	43	3,539	2,265	379	16.7	--	--	1,436	63.4	450	19.9	--	--
Machinery, Equipment and Supplies	2,496	210,757	181,278	11,180	6.2	444	.2	136,657	75.4	9,503	5.2	23,494	13.0
Commercial machinery, equipment and supplies													
Office (except furniture)	134	4,226	3,010	817	27.1	47	1.6	2,039	67.8	106	3.5	1	--
Store, restaurant and hotel	178	7,318	6,869	1,858	27.0	95	1.4	4,279	62.3	637	9.3	--	--
All other	29	1,526	1,314	346	26.3	--	--	782	59.5	144	11.0	42	3.2
Farm and dairy machinery and equipment	71	3,804	3,022	1,094	36.2	82	2.7	780	25.8	219	7.3	847	28.0
Industrial equipment and supplies													
Industrial (full line)	7	2,579	2,538	--	--	--	--	1,926	75.9	567	22.3	45	1.8
Belting, hose and packing	83	6,691	5,785	169	2.9	12	.2	5,149	89.0	356	6.2	99	1.7
Power transmission equipment	37	1,937	1,429	69	4.8	1	.1	1,178	82.4	181	12.7	--	--
Rope, cordage and twine	37	16,198	11,301	1,093	9.7	--	--	8,013	70.9	802	7.1	1,393	12.3
All other	577	45,624	41,782	1,836	4.4	10	--	35,121	84.1	2,765	6.6	2,050	4.9
Industrial machinery													
Construction (including road building)	97	5,908	4,306	83	1.9	23	.5	4,115	95.6	38	.9	47	1.1
Machine tools	97	15,617	14,442	491	3.4	--	--	13,315	92.2	249	1.7	387	2.7
Mining and quarrying	49	3,023	2,594	78	3.0	6	.2	1,512	58.3	373	14.4	625	24.1
Oil well and oil refining	43	7,559	5,368	177	3.3	19	.4	2,271	42.3	29	.5	2,872	53.5
Power plant	160	11,366	10,825	128	1.2	61	.6	10,261	94.8	363	3.3	12	.1
Textile	24	2,339	1,949	--	--	--	--	1,938	99.4	--	--	11	.6
Used machinery and equipment	26	640	581	20	3.4	22	3.8	535	92.1	4	.7	--	--
All other	259	17,618	14,657	607	4.1	22	.2	10,517	71.7	733	5.0	2,778	19.0
Professional equipment and supplies													
Dental	12	232	172	69	40.1	--	--	103	59.9	--	--	--	--
Surgical, medical and hospital	37	2,930	2,482	218	8.8	10	.4	2,181	87.9	73	2.9	--	--
All other	33	1,021	615	306	49.8	2	.3	298	48.4	9	1.5	--	--

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
AGENTS AND BROKERS (continued)													
Machinery, Equipment and Supplies (continued)													
Service equipment and supplies													
Barber and beauty parlor	53	$1,235	$1,088	$565	51.9	$3	.3	$186	17.1	$321	29.5	$13	1.2
Laundry	13	437	321	4	1.2	--	--	317	98.8	--	--	--	--
Upholsterers'	57	11,786	10,991	797	7.2	--	--	9,186	83.6	886	8.1	122	1.1
All other	169	3,477	2,417	211	8.7	11	.5	1,974	81.7	46	1.9	175	7.2
Transportation equipment and supplies													
Aircraft and aeronautical	12	11,773	11,158	26	.2	--	--	84	.8	--	--	11,048	99.0
Railroad	159	22,026	19,060	42	.2	8	--	17,531	92.0	552	2.9	927	4.9
Boats (including motor, sail and steam)	21	933	433	5	1.2	--	--	428	98.8	--	--	--	--
All other	22	934	769	71	9.2	10	1.3	638	83.0	50	6.5	--	--
Metals and Metal Work (except scrap)	377	173,229	142,087	7,816	5.5	60	--	69,753	49.1	42,877	30.2	21,581	15.2
Iron and steel (except structural)	173	80,922	63,177	7,117	11.3	43	.1	39,455	62.4	4,490	7.1	12,072	19.1
Structural iron and steel	42	5,664	5,550	40	.7	15	.3	3,263	58.8	1,865	33.6	367	6.6
Wire, wire fence and wire rope	36	3,966	4,084	241	5.9	2	--	3,582	87.7	60	1.5	199	4.9
Copper	10	2,178	2,178	--	--	--	--	812	37.3	1,026	47.1	340	15.6
Sheet metal products	27	2,630	2,553	94	3.7	--	--	2,363	92.6	95	3.7	1	--
Other metals and metal work	89	77,869	64,545	324	.5	--	--	20,278	31.4	35,341	54.8	8,602	13.3
Paper and Its Products	250	38,989	33,871	3,133	9.2	15	.1	16,761	49.5	12,577	37.1	1,385	4.1
Wrapping or coarse paper and products	146	29,644	25,754	2,294	8.9	11	--	10,250	39.8	11,814	45.9	1,385	5.4
Fine or printing and writing paper	14	6,402	5,360	201	3.8	--	--	5,140	95.9	19	.3	--	--
Stationery and stationery supplies	85	2,893	2,708	609	22.5	3	.1	1,352	49.9	744	27.5	--	--
Wall paper	5	50	49	29	59.2	1	2.0	19	38.8	--	--	--	--
Petroleum and Its Products	109	72,733	54,493	10,455	19.2	6	--	8,776	16.1	30,671	56.3	4,585	8.4
Plumbing and Heating Equipment and Supplies	427	25,790	21,676	5,771	26.6	122	.6	7,855	36.2	6,591	30.4	1,337	6.2
Plumbing and heating (full line)	8	738	554	176	31.8	15	2.7	295	53.2	68	12.3	--	--
Heating (including stoves and ranges)	105	4,248	3,707	1,213	32.7	35	1.0	1,594	43.0	865	23.3	--	--
Plumbing fixtures, equipment and supplies	162	13,262	11,594	2,307	19.9	4	--	2,699	23.3	5,330	46.0	1,254	10.8
All other	152	7,542	5,821	2,075	35.7	68	1.2	3,267	56.1	328	5.6	83	1.4
Tobacco and Its Products (except leaf)	9	1,529	910	39	4.3	--	--	586	64.4	285	31.3	--	--
Waste Materials	112	40,369	30,860	24	.1	15	.1	20,672	67.0	1,527	4.9	8,622	27.9
Iron and steel scrap	42	25,900	20,989	--	--	--	--	13,541	64.5	153	.7	7,295	34.8
Junk and scrap (full line)	8	684	573	24	4.2	15	2.6	68	11.9	249	43.4	217	37.9
Waste paper, rags and rubber	52	10,916	8,144	--	--	--	--	6,893	84.6	1,073	13.2	178	2.2
Nonferrous metals	10	2,869	1,154	--	--	--	--	170	14.7	52	4.5	932	80.8

(continued)

* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
				to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
AGENTS AND BROKERS (continued)													
All Other Products	1,084	$484,590	$324,673	$30,066	9.3	$224	.1	$225,471	69.4	$61,551	19.0	$7,361	2.2
Books, periodicals and newspapers	289	18,215	17,668	13,607	77.0	196	1.1	2,165	12.3	1,464	8.3	236	1.3
Flowers and nursery stock	73	9,358	9,054	8,975	99.1	--	--	23	.3	56	.6	--	--
Forest products (except lumber)	74	36,761	35,899	596	1.7	--	--	30,597	85.2	1,397	3.9	3,309	9.2
Leather and leather goods	152	46,846	41,291	1,017	2.5	--	--	33,610	81.4	5,898	14.3	766	1.8
Oils and greases (animal and vegetable)	69	143,963	79,424	2,618	3.3	--	--	48,116	60.6	26,407	33.2	2,283	2.9
Rubber (crude)	13	72,882	49,321	--	--	--	--	30,989	62.8	18,272	37.1	60	.1
Textiles and materials other than dry goods	31	18,216	15,104	1,468	9.7	7	--	7,307	48.4	6,221	41.2	101	.7
Yarns	112	127,649	69,576	670	1.0	7	--	67,934	97.6	770	1.1	195	.3
Miscellaneous kinds of business	271	10,700	7,336	1,115	15.2	14	.2	4,730	64.5	1,066	14.5	411	5.6
ASSEMBLERS	26,515	2,463,011	1,773,701	225,067	12.7	72,908	4.1	523,764	29.5	886,077	50.0	65,885	3.7
Farm Products - raw materials	14,293	1,493,387	1,138,714	75,056	6.6	57,100	5.0	455,900	40.0	489,815	43.0	60,843	5.4
Cotton	1,360	287,608	248,624	2,486	1.0	723	.3	95,002	38.2	93,229	37.5	57,184	23.0
Grain	8,907	745,932	599,847	52,310	8.7	51,648	8.6	226,837	37.8	267,212	44.6	1,840	.3
Hides, skins and furs (raw)	453	13,555	11,079	220	2.0	29	.3	5,277	47.6	5,553	50.1	--	--
Horses and mules	258	9,304	4,122	2,307	56.0	250	6.1	455	11.0	1,050	25.5	60	1.4
Livestock	2,476	309,774	191,722	13,406	7.0	3,760	2.0	72,088	37.6	102,408	53.4	60	--
Tobacco (leaf)	261	74,213	32,948	226	.7	21	.1	25,455	77.3	5,561	16.8	1,685	5.1
Wool and mohair	135	30,943	29,940	608	2.0	25	.1	23,859	79.7	5,438	18.2	10	--
All other	443	22,058	20,432	3,493	17.1	644	3.2	6,927	33.9	9,364	45.8	4	--
Farm Products - consumer goods	10,814	865,968	570,257	132,552	23.2	12,856	2.3	53,461	9.4	367,017	64.3	4,371	.8
Dairy products	2,867	178,049	109,192	43,050	39.4	1,457	1.4	24,054	22.0	40,612	37.2	19	--
Poultry and poultry products	2,157	157,074	108,937	31,384	28.8	4,487	4.1	10,036	9.2	62,944	57.8	86	.1
Dairy and poultry products	3,479	96,270	73,408	16,719	22.8	2,950	4.0	10,217	13.9	43,417	59.2	105	.1
Fruits and vegetables (fresh)	2,267	431,457	276,274	39,999	14.5	3,781	1.4	9,029	3.3	219,316	79.3	4,149	1.5
All other	44	3,118	2,446	1,400	57.2	181	7.4	125	5.1	728	29.8	12	.5
Farm Supplies	511	29,250	15,584	4,930	31.6	2,154	13.9	2,582	16.6	5,912	37.9	6	--
Feed	375	20,438	12,071	4,280	35.5	1,714	14.2	1,883	15.6	4,194	34.7	--	--
Fertilizer	42	1,106	642	130	20.3	237	36.9	226	35.2	49	7.6	--	--
Seeds	76	6,334	2,096	414	19.8	138	6.6	82	3.9	1,456	69.5	6	.2
All other	18	1,372	775	106	13.7	65	8.4	391	50.5	213	27.4	--	--
Groceries and Foods (specialty lines)	592	69,541	45,114	10,961	24.3	743	1.6	9,781	21.7	22,964	50.9	665	1.5
All Other Products	305	4,865	4,032	1,568	38.8	55	1.4	2,040	50.6	369	9.2	--	--

* Including those from which no analysis by classes of customers was obtainable

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW ENGLAND STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	6,192	$1,261,936	$1,109,710	$624,515	$19,492	$372,285	$84,618	$8,800
Amusement and sporting goods	73	4,598	4,219	2,325	134	1,676	82	2
Automotive	314	52,882	41,045	29,697	6,241	2,319	1,198	1,590
Beer, wines and liquors	307	68,866	61,975	53,812	610	2,638	4,915	--
Chemicals and paints	119	x	18,356	3,251	339	12,972	1,739	55
Clothing and furnishings	302	42,626	42,231	40,542	68	905	509	207
Coal and coke	66	81,173	61,567	13,839	1,555	45,522	651	--
Drugs (full line)	23	x	12,793	11,883	99	780	31	--
Drugs and drug sundries (specialty lines)	53	x	2,243	1,497	42	288	416	--
Dry goods (full line)	18	5,895	5,745	5,733	--	12	--	--
Dry goods (specialty lines)	156	x	18,107	7,260	46	10,172	607	22
Electrical goods	195	x	31,396	18,213	844	11,904	435	--
Farm products - raw materials	133	x	133,187	5,822	336	120,868	5,210	951
Farm products - consumer goods	769	139,081	133,193	98,575	2,380	10,868	21,370	--
Farm supplies	47	12,473	10,427	6,708	544	1,637	1,490	48
Furniture and house furnishings	115	16,534	15,868	13,637	426	1,201	533	71
General merchandise	8	1,728	1,620	1,285	42	271	21	1
Groceries (full line)	172	95,247	76,395	71,697	172	4,129	397	--
Groceries and foods (specialty lines)	924	154,234	141,206	94,954	997	23,244	21,946	65
Hardware	75	16,132	9,996	7,049	1,080	1,717	150	--
Jewelry and optical goods	105	x	7,804	6,325	215	761	503	--
Lumber and construction materials	147	29,690	23,958	13,606	606	8,393	560	793
Machinery, equipment and supplies	461	39,639	32,787	8,123	340	23,233	1,026	65
Metals and metal work (except scrap)	50	x	6,629	747	25	5,216	641	--
Paper and its products	263	34,644	32,945	15,193	434	14,082	3,232	4
Petroleum and its products	40	x	3,935	2,169	43	1,338	385	--
Plumbing and heating eqpt. and spls.	169	20,374	17,097	10,643	496	4,721	1,237	--
Tobacco and its products (except leaf)	198	71,812	69,708	65,448	1,026	78	3,156	--
Waste materials	455	40,757	37,105	1,722	3	23,837	7,586	3,957
All other	435	60,443	56,173	12,760	349	37,503	4,592	969
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	910	485,752	395,710	219,947	1,252	127,956	42,708	3,847
Amusement and sporting goods	13	x	3,633	1,589	179	1,865	--	--
Automotive	68	x	47,401	40,376	80	6,166	779	--
Beer, wines and liquors	12	10,147	6,873	1,321	--	1,503	4,049	--
Chemicals and paints	51	x	26,284	3,373	36	20,382	2,490	3
Clothing and furnishings	20	9,525	8,955	8,591	39	66	259	--
Drugs and drug sundries (specialty lines)	16	1,944	1,344	1,044	--	111	189	--
Dry goods (specialty lines)	10	x	1,642	513	3	1,101	23	2
Electrical goods	28	x	24,552	2,380	229	19,150	2,793	--
Farm products - consumer goods	52	x	2,943	2,020	3	12	908	--
Farm supplies	2	x	--	--	--	--	--	--
Furniture and house furnishings	16	x	3,849	3,231	7	609	2	--
Groceries and foods (specialty lines)	303	213,802	189,411	148,489	573	16,938	23,411	--
Hardware	8	8,547	109	54	--	--	55	--
Jewelry and optical goods	26	x	220	220	--	--	--	--
Lumber and construction materials	11	3,780	1,779	1,209	14	350	206	--
Machinery, equipment and supplies	176	38,285	22,953	3,026	7	17,188	2,365	367
Metals and metal work (except scrap)	17	8,485	7,286	93	--	6,634	559	--
Paper and its products	12	x	5,045	306	28	4,060	33	618
Petroleum and its products	3	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	33	x	6,792	1,162	45	2,679	2,906	--
Tobacco and its products (except leaf)	3	x	x	x	--	x	x	--
All other	30	x	33,034	85	9	28,533	1,550	2,857

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW ENGLAND STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	274	$140,069	$103,663	$14,649	$24	$64,151	$24,776	$63
Amusement and sporting goods	10	x	5,340	--	--	5,340	--	--
Automotive	3	x	x	x	--	x	x	x
Chemicals and paints	16	14,386	5,908	228	--	5,296	344	40
Clothing and furnishings	14	1,787	810	810	--	--	--	--
Dry goods (specialty lines)	15	x	9,436	2,888	--	6,533	15	--
Electrical goods	9	x	3,653	35	--	3,568	50	--
Farm products - consumer goods	1	x	x	x	--	--	--	x
Farm supplies	1	x	x	x	--	x	--	--
Furniture and house furnishings	7	3,070	1,106	116	--	137	853	--
Groceries and foods (specialty lines)	13	x	4,509	2,587	--	337	1,585	--
Jewelry and optical goods	3	x	x	--	--	x	x	--
Lumber and construction materials	15	5,248	3,079	1,525	--	529	1,025	--
Machinery, equipment and supplies	82	x	9,897	1,009	--	8,572	313	3
Metals and metal work (except scrap)	30	28,079	24,359	120	--	22,963	1,276	--
Paper and its products	13	x	1,185	350	21	452	362	--
Petroleum and its products	1	x	x	x	--	--	--	--
Plumbing and heating eqpt. and spls.	12	x	1,389	19	--	1,335	35	--
Tobacco and its products (except leaf)	6	17,878	17,878	--	--	--	17,878	--
All other	23	x	8,996	929	3	8,031	33	--
BULK TANK STATIONS								
Petroleum and its products	738	215,893	136,580	86,558	17,255	12,875	18,994	898
AGENTS AND BROKERS	1,059	358,365	300,129	61,366	96	148,617	86,306	3,744
Amusement and sporting goods	11	x	482	378	2	77	25	--
Automotive	10	442	389	308	--	2	75	4
Beer, wines and liquors	1	x	x	x	--	--	--	--
Chemicals and paints	31	x	2,281	476	--	1,643	127	35
Clothing and furnishings	103	8,726	8,703	6,332	--	25	1,887	459
Coal and coke	15	x	8,175	7,401	1	486	175	112
Drugs and drug sundries (specialty lines)	3	51	51	22	--	29	--	--
Dry goods (specialty lines)	105	x	20,769	8,849	--	9,758	2,162	--
Electrical goods	38	x	2,098	575	--	823	700	--
Farm products - raw materials	138	118,428	83,963	2,088	--	69,591	11,446	838
Farm products - consumer goods	70	x	31,964	11,860	--	4,286	15,051	767
Farm supplies	9	7,386	7,386	124	14	7,248	--	--
Furniture and house furnishings	36	x	2,721	2,211	--	175	335	--
General merchandise	2	x	x	x	--	x	x	--
Groceries and foods (specialty lines)	122	78,952	73,832	15,126	--	10,693	48,013	--
Hardware	14	x	607	181	--	19	407	--
Jewelry and optical goods	3	273	273	224	--	--	49	--
Lumber and construction materials	33	x	4,553	2,673	--	1,281	564	35
Machinery, equipment and supplies	134	14,536	12,502	639	51	10,120	305	1,387
Metals and metal work (except scrap)	18	1,699	1,073	115	--	828	130	--
Paper and its products	19	4,226	2,284	30	--	1,142	1,112	--
Petroleum and its products	2	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	21	x	823	77	--	265	481	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
Waste materials	14	2,523	2,512	--	--	2,274	238	--
All other	106	x	31,730	1,371	28	27,428	2,796	107
ASSEMBLERS	407	66,482	52,000	16,264	376	21,262	14,060	38
Farm products - raw materials	89	x	20,280	275	54	19,589	362	--
Farm products - consumer goods	246	x	26,623	13,752	282	1,189	11,400	--
Farm supplies	5	546	23	11	5	--	7	--
Groceries and foods (specialty lines)	44	x	4,559	2,118	31	83	2,289	38
All other	23	532	515	108	4	401	2	--

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MIDDLE ATLANTIC STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	28,402	$5,970,160	$5,427,763	$2,853,015	$73,923	$1,607,087	$628,165	$265,573
Amusement and sporting goods	400	58,951	45,718	31,275	577	9,287	4,093	486
Automotive	1,001	183,010	162,659	109,011	11,692	5,949	9,854	26,153
Beer, wines and liquors	1,480	190,083	178,884	139,292	3,596	8,442	27,529	25
Chemicals and paints	465	139,280	130,667	16,020	1,400	86,966	14,064	12,217
Clothing and furnishings	2,134	390,211	377,484	326,169	1,813	24,465	20,271	4,766
Coal and coke	270	120,559	106,215	58,867	6,411	34,719	5,141	1,077
Drugs (full line)	39	52,734	52,734	51,832	21	784	97	--
Drugs and drug sundries (specialty lines)	497	59,314	53,075	36,084	542	4,548	10,400	1,501
Dry goods (full line)	64	39,084	23,989	22,739	132	1,063	55	--
Dry goods (specialty lines)	2,541	633,234	571,423	162,678	1,540	326,174	65,389	15,642
Electrical goods	729	191,295	181,157	72,907	6,893	41,580	44,521	15,256
Farm products - raw materials	835	313,356	293,304	25,644	659	195,204	44,361	27,436
Farm products - consumer goods	2,937	694,549	647,917	441,688	9,318	71,359	122,486	3,066
Farm supplies	211	48,986	34,721	22,471	1,435	6,560	3,265	990
Furniture and house furnishings	1,035	126,503	116,558	98,940	1,784	7,215	8,143	476
General merchandise	54	227,599	227,599	24,567	115	129,889	7,349	65,679
Groceries (full line)	446	337,523	307,469	282,230	836	14,083	9,436	884
Groceries and foods (specialty lines)	3,055	554,672	509,936	328,733	7,812	78,729	87,933	6,729
Hardware	368	73,190	61,992	34,946	3,677	16,357	5,337	1,675
Jewelry and optical goods	1,055	102,672	96,707	75,907	768	9,774	9,894	364
Lumber and construction materials	730	120,759	95,841	47,082	3,110	38,563	6,727	359
Machinery, equipment and supplies	2,052	206,711	162,740	35,600	1,870	98,889	20,581	5,800
Metals and metal work (except scrap)	287	158,900	145,016	6,869	148	80,984	7,775	49,240
Paper and its products	1,102	158,031	136,566	61,143	863	54,172	17,046	3,342
Petroleum and its products	133	34,470	26,225	8,036	1,903	8,331	6,829	1,126
Plumbing and heating eqpt. and spls.	682	87,475	70,224	36,203	1,658	24,696	6,499	1,168
Tobacco and its products (except leaf)	643	234,255	220,758	213,852	1,377	933	4,497	99
Waste materials	1,553	123,418	108,525	3,292	197	76,676	17,086	11,274
All other	1,604	309,336	281,660	78,938	1,776	150,696	41,507	8,743
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	2,753	2,627,894	2,207,653	964,315	7,972	684,825	521,303	29,238
Amusement and sporting goods	42	38,083	23,025	8,737	372	6,191	714	7,011
Automotive	179	242,106	196,915	173,546	398	19,270	3,688	13
Beer, wines and liquors	79	130,615	80,655	16,149	78	8,573	55,855	--
Chemicals and paints	131	167,322	156,994	22,951	235	111,352	15,589	6,867
Clothing and furnishings	166	x	115,010	105,658	55	447	8,220	630
Coal and coke	4	x	4,103	2,089	2,014	--	--	--
Drugs and drug sundries (specialty lines)	93	71,572	59,372	31,705	73	7,565	18,649	1,380
Dry goods (specialty lines)	111	x	123,932	27,697	2	88,741	7,215	277
Electrical goods	88	110,516	102,380	17,549	625	74,126	9,392	688
Farm products - consumer goods	77	28,944	19,489	9,291	700	407	7,159	1,932
Farm supplies	5	3,616	2,065	1,177	--	888	--	--
Furniture and house furnishings	67	28,639	27,334	18,643	569	2,484	5,634	4
Groceries and foods (specialty lines)	629	702,180	591,714	440,519	1,652	60,301	86,463	2,779
Hardware	23	x	3,327	755	46	246	1,723	557
Jewelry and optical goods	50	x	56,187	4,049	80	49,092	2,381	585
Lumber and construction materials	72	23,476	13,870	9,470	32	3,617	694	57
Machinery, equipment and supplies	554	181,312	132,275	23,408	465	86,736	17,591	4,075
Metals and metal work (except scrap)	61	95,016	86,809	1,563	62	81,202	3,282	700
Paper and its products	46	x	45,647	3,379	154	24,452	16,966	696
Petroleum and its products	10	x	5,838	862	1	4,281	207	487
Plumbing and heating eqpt. and spls.	107	33,161	25,300	6,552	17	6,703	11,863	165
Tobacco and its products (except leaf)	29	274,502	267,878	27,104	54	405	240,119	196
All other	130	71,034	67,534	11,462	288	47,746	7,899	139

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MIDDLE ATLANTIC STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	1,349	$1,598,460	$1,280,250	$271,410	$2,040	$726,752	$246,726	$33,322
Amusement and sporting goods	27	59,101	50,263	22,279	--	16,434	134	11,416
Automotive	8	x	28,871	15,614	45	12,288	924	--
Beer, wines and liquors	13	46,765	46,765	1,608	--	10,090	35,023	44
Chemicals and paints	79	104,760	63,030	1,732	59	51,536	6,250	3,453
Clothing and furnishings	146	x	78,178	59,589	386	3,095	13,147	1,961
Coal and coke	1	x	x	x	--	x	--	x
Druge and drug sundries (specialty lines)	16	x	5,453	3,628	--	--	1,824	1
Dry goods (specialty linee)	54	183,245	104,217	20,392	3	70,222	12,503	1,097
Electrical goods	77	x	43,594	4,217	--	30,769	6,617	1,991
Farm products - consumer goods	2	x	x	x	x	--	--	x
Farm supplies	2	x	x	x	x	x	--	--
Furniture and house furnishinge	45	23,402	15,380	5,281	--	1,296	8,782	21
Groceries and foods (specialty lines)	55	90,623	83,143	54,799	77	5,156	19,951	3,160
Hardware	14	x	3,243	1,368	--	905	866	104
Jewelry and optical goods	17	2,851	2,535	1,282	--	252	959	42
Lumber and construction materials	77	x	22,677	13,775	10	5,451	3,290	151
Machinery, equipment and supplies	344	188,979	157,387	1,475	88	148,761	3,856	3,207
Metal and metal work (except scrap)	149	415,285	340,264	1,076	43	301,524	36,698	923
Paper and its products	58	x	49,682	28,825	271	12,511	7,992	83
Petroleum and its products	5	27,456	27,456	14,807	57	4,400	8,072	120
Plumbing and heating eqpt. and spls.	51	x	10,809	1,741	26	5,556	3,354	132
Tobacco and its products (except leaf)	17	x	81,945	7,661	--	2,180	72,104	--
All other	92	67,535	60,616	7,193	951	43,106	4,380	4,986
BULK TANK STATIONS								
Petroleum and its products	1,806	508,650	300,680	204,790	33,071	34,570	26,347	1,902
AGENTS AND BROKERS	5,291	3,430,578	2,465,082	659,488	919	882,971	740,959	180,745
Amusement and sporting goods	123	x	12,471	5,784	18	3,217	2,948	504
Automotive	83	31,089	30,288	3,037	36	2,359	792	24,064
Beer, wines and liquors	9	x	977	951	--	--	26	--
Chemicals and paints	152	61,174	51,426	1,014	1	29,049	19,255	2,107
Clothing and furnishings	691	360,862	196,161	144,679	15	4,295	44,012	3,160
Coal and coke	104	176,496	168,021	107,953	266	50,939	3,706	5,157
Drugs and drug sundries (specialty lines)	64	17,818	13,404	7,089	--	1,950	3,692	673
Dry goods (full line)	9	21,995	2,006	228	--	--	600	1,178
Dry goods (specialty lines)	424	849,606	598,817	140,670	3	313,090	134,990	10,064
Electrical goods	189	x	14,418	3,548	80	5,826	3,107	1,857
Farm products - raw materials	309	x	180,069	11,776	41	98,396	36,146	33,710
Farm products - consumer goods	478	319,128	229,749	104,490	141	5,798	115,481	3,839
Farm supplies	27	x	13,546	3,942	36	8,500	1,023	45
Furniture and house furnishings	146	x	35,919	16,470	83	6,784	12,514	68
General merchandise	45	57,945	49,478	17,979	3	1,840	813	28,843
Groceries and foods (specialty lines)	525	580,691	444,348	53,314	5	140,222	242,233	8,574
Hardware	82	x	8,114	2,950	11	1,120	3,043	990
Jewelry and optical goods	57	x	2,559	1,092	2	288	1,132	45
Lumber and construction materials	172	33,796	16,334	8,170	5	7,000	2,614	545
Machinery, equipment and supplies	716	75,960	66,461	3,072	120	39,563	3,911	19,795
Metals and metal work (except scrap)	147	104,317	91,479	4,428	9	26,240	39,604	21,198
Paper and its products	94	x	12,530	1,648	--	9,203	1,535	144
Petroleum and its products	30	x	31,733	1,406	--	1,635	26,443	2,249
Plumbing and heating eqpt. and spls.	117	8,246	6,455	610	13	1,997	2,570	1,265
Tobacco and its products (except leaf)	3	155	155	5	--	--	150	--
Waste materials	51	x	14,645	6	--	5,888	688	8,063
All other	444	x	171,519	13,177	31	117,772	37,931	2,608
ASSEMBLERS	791	160,881	73,038	31,829	1,562	17,388	22,184	75
Farm products - raw materials	320	26,117	19,041	3,693	654	12,520	2,168	6
Farm products - consumer goods	360	129,471	49,826	25,972	550	4,465	18,827	12
Farm supplies	27	858	698	433	93	43	129	--
Groceries and foods (specialty lines)	59	x	3,361	1,700	261	311	1,032	57
All others	25	x	112	31	4	49	28	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

EAST NORTH CENTRAL STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	18,268	$3,308,122	$2,991,907	$1,899,706	$67,995	$684,699	$333,195	$6,312
Amusement and sporting goods	175	14,025	12,595	6,235	215	5,642	468	35
Automotive	1,416	198,880	182,742	143,292	19,897	10,278	8,453	822
Beer, wines and liquors	1,324	157,125	147,160	126,416	2,576	2,488	15,477	103
Chemicals and paints	332	39,538	32,695	9,065	1,102	17,017	5,446	65
Clothing and furnishings	569	73,806	70,115	66,170	377	1,329	2,118	121
Coal and coke	228	100,620	87,739	26,466	4,464	53,434	2,224	1,151
Druge (full line)	50	61,157	57,349	55,067	209	1,861	212	--
Drugs and drug sundries (epecialty lines)	249	26,758	23,064	17,531	372	981	4,051	129
Dry goods (full line)	27	70,764	36,560	35,329	573	658	--	--
Dry goods (specialty lines)	257	28,355	22,682	9,931	162	10,721	1,866	2
Electrical goods	535	129,400	119,825	64,791	2,800	34,175	17,967	92
Farm products - raw materials	260	142,083	125,774	11,746	1,399	75,129	37,099	401
Farm products - consumer goods	2,616	449,861	431,047	295,078	11,379	19,765	104,572	253
Farm supplies	281	55,488	43,492	32,446	2,844	2,320	5,801	81
Furniture and house furnishings	330	36,752	34,626	30,981	715	2,244	662	24
General merchandise	37	25,212	25,212	22,989	162	2,028	26	7
Groceries (full line)	676	360,426	342,195	314,524	1,526	18,436	7,709	--
Groceries and foods (specialty lines)	2,626	309,469	284,533	198,941	5,706	37,129	42,661	96
Hardware	200	87,041	74,845	51,341	2,639	20,208	551	106
Jewelry and optical goods	261	30,893	29,138	25,543	104	1,565	1,900	26
Lumber and construction materials	620	99,877	87,606	39,030	2,407	41,217	4,730	222
Machinery, equipment and supplies	1,422	162,345	136,321	34,267	1,753	93,150	6,817	334
Metals and metal work (except scrap)	194	62,908	54,527	6,195	140	40,018	7,970	204
Paper and its products	485	99,786	86,105	35,788	462	35,545	14,308	2
Petroleum and its products	152	39,895	21,966	15,735	974	4,306	884	67
Plumbing and heating eqpt. and spls.	361	50,507	44,701	24,056	982	16,223	3,418	22
Tobacco and its products (except leaf)	551	181,765	175,622	166,192	1,036	1,912	6,482	--
Waste materials	1,305	135,049	127,286	2,622	278	106,458	16,673	1,255
All other	729	78,337	74,385	31,939	642	28,462	12,650	692
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	2,466	1,521,402	1,248,524	685,529	3,945	377,489	177,971	3,590
Amusement and sporting goods	55	27,898	14,132	7,557	255	4,676	1,546	98
Automotive	183	334,017	277,075	241,587	354	18,125	16,850	159
Beer, wines and liquors	81	x	45,444	5,697	547	6,168	32,927	105
Chemicals and paints	132	83,463	80,875	14,373	242	58,481	7,566	213
Clothing and furnishings	51	33,457	32,483	30,814	195	88	1,057	329
Coal and coke	4	4,049	4,049	1,289	171	2,589	--	--
Drugs and drug sundries (epecialty lines)	52	21,232	15,994	11,273	1	684	4,036	--
Dry goods (specialty lines)	34	10,473	6,342	1,470	--	4,686	184	2
Electrical goods	111	100,929	86,776	10,480	434	66,151	9,649	62
Farm products - consumer goods	75	19,044	17,911	11,910	158	412	5,431	--
Farm supplies	9	4,373	1,194	419	5	--	770	--
Furniture and house furnishings	60	19,019	18,588	16,275	40	1,380	893	--
Groceries and foods (epecialty lines)	625	417,026	353,389	256,413	541	39,192	56,981	262
Hardware	17	4,134	1,440	502	--	77	737	124
Jewelry and optical goods	48	11,017	7,347	5,674	2	384	1,287	--
Lumber and construction materials	81	x	30,548	9,650	360	8,182	12,237	119
Machinery, equipment and supplies	567	184,527	137,226	36,309	315	87,577	11,056	1,969
Metals and metal work (except scrap)	69	x	42,964	1,606	15	38,905	2,433	5
Paper and its products	50	28,859	28,447	8,987	144	15,072	4,244	--
Petroleum and its products	10	674	560	357	32	156	15	--
Plumbing and heating eqpt. and spls.	68	18,971	17,692	5,133	90	6,677	5,791	1
Tobacco and its products (except leaf)	14	6,016	2,935	2,387	--	34	514	--
All other	70	30,158	25,113	5,367	44	17,793	1,767	142

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

EAST NORTH CENTRAL STATES (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	1,046	$1,019,490	$841,381	$114,709	$277	$597,216	$124,984	$4,195
Amusement and sporting goods	26	17,637	12,137	--	--	12,137	--	--
Automotive	14	9,827	8,887	611	--	5,374	2,642	260
Beer, wines and liquors	6	9,335	9,335	1,656	--	2,452	5,227	--
Chemicals and paints	50	41,722	33,932	791	--	28,109	5,032	--
Clothing and furnishings	27	x	5,307	4,020	5	186	1,096	--
Coal and coke	4	x	7,618	3,236	20	3,326	27	1,009
Drugs and drug sundries (specialty lines)	8	x	3,926	2,247	--	944	735	--
Dry goods (specialty lines)	28	x	5,820	4,119	--	1,501	200	--
Electrical goods	80	x	47,891	2,417	--	40,789	4,655	30
Farm products - consumer goods	1	x	x	x	x	x	x	--
Farm supplies	3	x	x	x	x	x	x	--
Furniture and house furnishings	28	17,273	14,755	2,659	--	2,984	8,751	361
Groceries and foods (specialty lines)	32	46,701	45,470	29,454	57	4,877	11,082	--
Hardware	11	4,531	2,269	1,013	--	436	820	--
Jewelry and optical goods	12	x	581	106	--	240	235	--
Lumber and construction materials	62	73,286	53,383	41,602	--	6,442	5,132	207
Machinery, equipment and supplies	338	154,911	103,392	4,160	5	97,832	1,288	107
Metals and metal work (except scrap)	136	x	386,643	2,088	70	361,328	21,096	2,061
Paper and its products	41	36,499	18,431	1,014	3	10,501	6,753	160
Petroleum and its products	3	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	46	x	4,221	118	30	1,973	2,100	--
Tobacco and its products (except leaf)	18	55,936	x	x	--	--	x	--
All other	72	x	20,160	3,583	73	15,609	895	--
BULK TANK STATIONS								
Petroleum and its products	5,028	552,205	232,862	157,842	19,086	28,754	27,158	22
AGENTS AND BROKERS	3,550	1,827,534	1,531,442	304,292	2,251	555,069	656,987	12,843
Amusement and sporting goods	37	x	1,110	533	--	315	55	207
Automotive	122	21,618	20,651	2,240	12	14,579	987	2,833
Beer, wines and liquors	26	14,116	12,227	7,564	--	3,471	1,192	--
Chemicals and paints	87	11,508	10,110	985	873	7,666	493	93
Clothing and furnishings	135	20,764	19,361	14,401	--	735	4,150	75
Coal and coke	151	165,131	149,121	63,081	298	49,888	34,956	898
Drugs and drug sundries (specialty lines)	21	x	1,960	948	1	46	963	2
Dry goods (full line)	2	x	x	x	x	x	x	x
Dry goods (specialty lines)	116	64,573	49,938	20,341	180	18,800	10,364	253
Electrical goods	145	11,913	10,446	1,771	4	5,307	3,317	47
Farm products - raw materials	470	663,828	532,640	20,997	348	250,645	256,045	4,605
Farm products - consumer goods	278	192,422	187,376	96,156	13	7,576	82,684	847
Farm supplies	32	10,819	10,295	1,538	--	7,405	1,268	84
Furniture and house furnishings	85	14,069	13,526	9,077	41	2,315	2,093	--
General merchandise	6	x	277	--	--	62	42	173
Groceries (full line)	5	5,062	3,157	2,091	--	--	1,066	--
Groceries and foods (specialty lines)	335	364,642	301,865	38,512	200	31,469	231,341	343
Hardware	56	5,669	4,235	611	3	1,558	2,056	7
Jewelry and optical goods	17	x	1,332	1,182	6	1	143	--
Lumber and construction materials	168	18,156	15,074	4,811	42	9,795	326	100
Machinery, equipment and supplies	716	64,305	56,473	2,780	53	49,657	2,395	1,588
Metals and metal work (except scrap)	111	51,497	38,627	3,067	41	34,906	447	166
Paper and its products	51	x	9,275	813	11	4,361	4,090	--
Petroleum and its products	21	8,811	6,544	179	--	2,750	3,149	466
Plumbing and heating eqpt. and spls.	105	6,087	4,592	1,426	33	2,715	373	45
Tobacco and its products (except leaf)	2	x	x	x	x	x	x	x
Waste materials	27	x	11,013	--	--	10,657	356	--
All other	223	79,227	59,615	8,654	92	38,290	12,568	11
ASSEMBLERS	5,280	480,262	372,159	55,423	19,509	115,470	181,142	615
Farm products - raw materials	2,975	357,100	284,466	31,271	16,968	104,471	131,165	591
Farm products - consumer goods	2,047	114,921	81,956	21,804	1,816	10,156	48,164	16
Farm supplies	137	5,717	3,480	974	653	620	1,233	--
Groceries and foods (specialty lines)	61	1,576	1,512	870	37	47	550	8
All other	60	948	745	504	35	176	30	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

WEST NORTH CENTRAL STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	7,794	$1,761,710	$1,584,047	$1,045,472	$29,711	$366,795	$127,958	$14,111
Amusement and sporting goods	79	x	4,631	1,598	239	2,724	68	2
Automotive	749	92,782	84,292	64,246	11,772	3,662	4,610	2
Beer, wines and liquors	653	69,008	65,587	61,866	729	360	2,632	--
Chemicals and paints	137	x	12,868	5,546	852	5,223	1,247	--
Clothing and furnishings	232	x	58,609	55,653	261	2,072	411	212
Coal and coke	77	31,675	28,200	16,025	1,072	10,066	1,036	--
Drugs (full line)	32	45,521	36,955	35,370	96	1,184	305	--
Drugs and drug sundries (specialty lines)	91	5,396	4,698	3,519	35	70	1,072	2
Dry goods (full line)	25	63,380	62,496	62,283	61	--	--	152
Dry goods (specialty lines)	39	4,291	2,985	1,484	71	1,402	28	--
Electrical goods	209	x	45,996	32,516	994	11,213	1,268	5
Farm products - raw materials	205	258,176	231,670	5,794	819	189,717	22,882	12,458
Farm products - consumer goods	1,155	194,114	179,676	123,417	2,973	8,569	44,667	50
Farm supplies	252	52,599	44,045	31,661	1,713	2,578	7,741	352
Furniture and house furnishings	90	17,918	17,899	16,854	393	562	89	1
General merchandise	16	24,212	23,615	22,939	189	417	53	17
Groceries (full line)	380	246,509	229,285	221,705	561	3,947	3,072	--
Groceries and foods (specialty lines)	939	126,558	117,881	88,182	1,922	12,872	14,776	129
Hardware	80	68,832	46,916	41,683	844	3,961	403	25
Jewelry and optical goods	96	6,903	6,750	6,572	97	30	51	--
Lumber and construction materials	258	57,619	49,017	27,787	1,094	14,325	5,444	367
Machinery, equipment and supplies	600	69,646	60,921	17,714	883	40,144	2,155	25
Metals and metal work (except scrap)	55	x	9,293	2,569	29	5,882	813	--
Paper and its products	182	x	27,839	13,883	290	9,983	3,683	--
Petroleum and its products	90	x	21,358	12,477	944	5,253	2,538	146
Plumbing and heating eqpt. and spls.	108	x	14,605	10,017	47	3,785	744	12
Tobacco and its products (except leaf)	231	52,705	51,345	49,910	330	135	970	--
Waste materials	469	28,437	22,891	643	162	18,162	3,867	57
All other	265	x	21,724	11,558	239	8,497	1,333	97
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,227	768,164	629,267	394,152	1,533	99,106	133,615	861
Amusement and sporting goods	37	x	4,854	2,323	62	2,248	221	--
Automotive	124	x	142,484	133,889	48	7,175	1,372	--
Beer, wines and liquors	40	14,313	13,524	5,820	8	776	6,920	--
Chemicals and paints	42	x	16,751	6,567	47	7,603	2,533	1
Clothing and furnishings	23	85,636	85,387	84,359	72	259	461	236
Drugs and drug sundries (specialty lines)	26	x	6,615	3,974	--	495	2,146	--
Dry goods (specialty lines)	10	x	3,417	1,927	--	1,490	--	--
Electrical goods	43	30,194	28,243	4,048	52	20,196	3,947	--
Farm products - consumer goods	55	8,696	6,348	5,203	280	9	856	--
Farm supplies	5	877	877	424	49	202	202	--
Furniture and house furnishings	27	6,487	6,441	5,954	4	458	25	--
Groceries and foods (specialty lines)	301	176,089	141,573	91,192	385	17,155	32,542	299
Hardware	1	x	x	x	--	x	x	--
Jewelry and optical goods	26	2,260	--	--	--	--	--	--
Lumber and construction materials	20	6,781	5,397	3,749	58	1,173	417	--
Machinery, equipment and supplies	333	110,001	58,292	34,029	457	21,249	2,232	325
Metals and metal work (except scrap)	24	9,573	3,512	442	6	2,648	416	--
Paper and its products	18	x	6,026	455	2	5,552	17	--
Petroleum and its products	6	1,542	1,542	258	3	1,279	2	--
Plumbing and heating eqpt. and spls.	36	10,816	9,900	6,200	--	2,637	1,063	--
Tobacco and its products (except leaf)	9	83,497	80,665	2,966	--	319	77,380	--
All other	21	7,361	x	x	--	x	x	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

WEST NORTH CENTRAL STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale add 000	to Household consumers add 000	to Industrial users add 000	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	357	$191,441	$160,578	$43,606	$1,134	$68,576	$41,583	$5,679
Amusement and sporting goods	21	x	6,233	--	--	6,233	--	--
Automotive	4	9,783	9,783	9,273	1	50	459	--
Beer, wines and liquors	4	4,625	4,625	1,974	--	659	1,417	575
Chemicals and paints	19	x	5,144	236	17	4,881	--	10
Clothing and furnishings	4	358	358	358	--	--	--	--
Dry goods (specialty lines)	3	x	x	x	--	--	--	--
Electrical goods	26	x	2,793	343	--	2,248	202	--
Farm supplies	1	x	x	x	--	--	--	--
Furniture and house furnishings	6	3,710	2,333	236	--	133	1,964	--
Groceries and foods (specialty lines)	29	36,366	35,381	23,754	--	2,463	4,085	5,079
Hardware	1	x	--	--	--	--	--	--
Jewelry and optical goods	2	x	x	x	--	x	x	--
Lumber and construction materials	32	14,053	4,347	2,060	--	1,820	467	--
Machinery, equipment and supplies	96	x	14,002	92	917	12,760	233	--
Metals and metal work (except scrap)	43	x	41,447	1,926	183	32,139	7,184	15
Paper and its products	11	x	2,352	130	15	223	1,984	--
Petroleum and its products	3	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	15	1,584	1,584	1	1	594	988	--
Tobacco and its products (except leaf)	19	31,280	23,193	--	--	809	22,384	--
All other	18	x	3,771	224	--	3,539	8	--
BULK TANK STATIONS								
Petrolsum and its products	7,278	284,734	110,767	85,583	12,245	7,924	5,015	--
AGENTS AND BROKERS	2,061	1,134,065	656,504	109,504	867	259,572	284,569	1,992
Amusement and sporting goods	14	429	346	31	--	240	75	--
Automotive	46	x	1,405	447	10	515	433	--
Beer, wines and liquors	6	521	471	172	--	--	299	--
Chemicals and paints	28	x	1,103	74	1	949	75	4
Clothing and furnishings	62	x	3,262	3,085	--	50	127	--
Coal and coke	51	x	27,020	15,726	38	8,387	2,458	411
Drugs and drug sundries (specialty lines)	11	474	214	49	--	40	125	--
Dry goods (specialty lines)	77	24,125	17,924	8,140	--	6,636	3,148	--
Electrical goods	67	3,626	3,394	247	1	1,524	1,617	5
Farm products - raw materials	825	793,136	360,194	27,181	504	195,265	136,277	967
Farm products - consumer goods	106	x	31,875	7,056	7	2,483	22,329	--
Farm supplies	50	12,802	10,842	3,746	134	6,233	696	33
Furniture and house furnishings	26	x	1,921	1,476	61	14	370	--
Groceries and foods (specialty lines)	184	x	154,874	32,937	--	14,306	107,631	--
Hardware	22	x	1,180	153	--	123	904	--
Jewelry and optical goods	2	x	x	x	x	x	x	x
Lumber and construction materials	73	x	7,699	4,283	8	1,062	2,292	54
Machinery, equipment and supplies	226	12,214	9,641	1,687	65	7,386	500	3
Metals and metal work (except scrap)	25	6,340	3,573	5	--	3,259	309	--
Paper and its products	13	2,669	2,660	20	1	183	2,456	--
Petroleum and its products	11	x	2,244	1,025	--	862	203	154
Plumbing and heating eqpt. and spls.	55	x	1,850	685	23	716	426	--
Tobacco and its products (except leaf)	1	x	x	x	x	x	x	x
Waste materials	4	x	757	--	--	415	--	342
All other	76	x	11,960	1,225	14	8,924	1,778	19
ASSEMBLERS	10,809	646,814	468,855	38,829	36,869	143,179	249,103	875
Farm products - raw materials	6,246	510,901	370,095	23,131	32,830	130,106	183,237	791
Farm products - consumer goods	4,396	126,957	93,685	14,547	3,097	12,236	63,721	84
Farm supplies	129	x	3,862	1,059	861	154	1,788	--
Groceries and foods (specialty lines)	8	x	430	18	80	2	330	--
All other	30	982	783	74	1	681	27	--

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

SOUTH ATLANTIC STATES

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	7,676	$1,378,681	$1,189,417	$819,443	$23,823	$245,628	$67,785	$32,738
Amusement and sporting goods	64	x	5,404	2,477	129	2,797	1	--
Automotive	478	55,050	48,512	36,962	6,098	2,571	2,739	142
Beer, wines and liquors	388	60,750	57,620	49,575	876	2,156	5,013	--
Chemicals and paints	108	30,644	28,033	3,966	397	7,849	9,749	6,072
Clothing and furnishings	217	x	19,562	19,217	51	74	218	2
Coal and coke	53	19,492	11,638	5,339	144	5,519	626	10
Drugs (full line)	53	35,202	28,966	28,286	74	420	186	--
Drugs and drug sundries (specialty lines)	98	13,446	5,062	4,361	31	28	619	23
Dry goods (full line)	69	31,391	29,428	28,737	111	456	124	--
Dry goods (specialty lines)	85	6,327	5,130	3,517	14	1,599	--	--
Electrical goods	226	52,333	46,387	32,705	979	11,594	1,109	--
Farm products - raw materials	197	x	107,829	1,940	612	74,486	7,253	23,538
Farm products - consumer goods	909	101,796	95,642	75,984	2,449	6,544	10,600	65
Farm supplies	212	x	23,838	12,090	1,791	7,198	2,756	3
Furniture and house furnishings	80	11,038	10,437	8,252	86	2,076	23	--
General merchandise	22	15,682	15,571	15,341	58	172	--	--
Groceries (full line)	659	232,962	216,833	208,876	1,127	5,284	1,530	16
Groceries and foods (specialty lines)	1,519	163,738	142,923	114,977	1,956	14,129	11,606	255
Hardware	138	x	38,922	28,971	3,000	6,451	500	--
Jewelry and optical goods	51	9,363	6,564	6,544	20	--	--	--
Lumber and construction materials	332	45,460	36,500	14,058	1,328	16,389	3,288	1,437
Machinery, equipment and supplies	482	54,919	46,419	9,759	681	34,257	1,715	7
Metals and metal work (except scrap)	51	9,477	7,821	1,867	25	5,012	917	--
Paper and its products	183	30,126	26,208	13,154	358	12,045	523	128
Petroleum and its products	76	x	4,320	3,709	74	413	124	--
Plumbing and heating eqpt. and spls.	138	26,433	15,095	9,073	295	5,451	276	--
Tobacco and its products (except leaf)	202	78,922	71,398	69,119	672	312	1,295	--
Waste materials	338	26,173	20,745	541	201	15,665	3,455	883
All other	248	20,373	16,610	10,046	186	4,681	1,540	157
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,122	616,010	527,233	310,702	2,562	145,865	64,541	3,573
Amusement and sporting goods	19	5,560	4,189	1,846	128	1,592	385	238
Automotive	91	x	126,861	117,725	49	5,779	3,308	--
Beer, wines and liquors	46	x	12,308	2,971	--	2,449	6,888	--
Chemicals and paints	47	80,901	78,544	4,085	43	60,615	10,861	2,940
Clothing and furnishings	8	4,987	4,987	4,888	--	--	--	99
Drugs and drug sundries (specialty lines)	18	5,147	3,557	1,789	--	181	1,587	--
Dry goods (specialty lines)	5	945	892	64	--	651	172	5
Electrical goods	44	24,227	23,018	2,009	11	18,544	2,454	--
Farm products - consumer goods	36	2,711	2,377	2,316	48	13	--	--
Farm supplies	33	17,781	11,408	1,037	1,001	3,636	5,664	70
Furniture and house furnishings	21	7,512	6,103	3,460	1	2,571	71	--
Groceries and foods (specialty lines)	398	240,150	215,120	162,522	885	21,817	29,700	196
Jewelry and optical goods	28	1,552	--	--	--	--	--	--
Lumber and construction materials	22	6,056	2,135	289	12	1,825	9	--
Machinery, equipment and supplies	224	39,345	24,790	2,786	9	21,437	533	25
Metals and metal work (except scrap)	11	5,363	1,162	54	--	1,107	1	--
Paper and its products	8	5,302	335	19	--	315	1	--
Petroleum and its products	2	x	x	x	x	x	x	--
Plumbing and heating eqpt. and spls.	34	8,917	7,625	2,660	362	1,730	2,873	--
All other	27	2,098	x	x	x	x	x	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

SOUTH ATLANTIC STATES (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	326	$218,293	$160,032	$24,828	$450	$88,387	$46,358	$9
Amusement and sporting goods	14	x	5,600	--	--	5,600	--	--
Automotive	3	x	x	x	--	x	x	--
Beer, wines and liquors	3	x	x	x	--	x	x	--
Chemicals and paints	13	6,873	3,210	42	18	3,150	--	--
Clothing and furnishings	1	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	1	x	x	x	--	--	--	--
Dry goods (specialty lines)	8	11,191	8,177	1,341	--	6,836	--	--
Electrical goods	25	15,518	15,117	404	17	11,590	3,106	--
Farm supplies	20	11,631	10,085	6,656	241	3,188	--	--
Furniture and house furnishings	5	2,185	1,189	83	--	197	903	6
Groceries and foods (specialty lines)	19	13,939	13,198	10,880	87	530	1,701	--
Hardware	2	x	x	x	--	x	x	--
Lumber and construction materials	25	8,887	1,865	1,364	--	474	27	--
Machinery, equipment and supplies	78	25,375	17,984	1,774	--	16,099	109	2
Metals and metal work (except scrap)	33	34,872	28,205	346	86	25,211	2,562	--
Paper and its products	8	x	428	140	--	117	171	--
Petroleum and its products	3	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	19	1,524	1,254	30	1	503	720	--
Tobacco and its products (except leaf)	25	57,532	38,386	--	--	4,050	34,336	--
All other	21	11,090	10,942	508	--	10,432	1	1
BULK TANK STATIONS								
Petroleum and its products	2,639	323,345	162,791	135,428	7,729	11,884	6,342	1,408
AGENTS AND BROKERS	1,667	639,777	458,762	80,332	167	176,035	174,997	27,231
Amusement and sporting goods	6	232	182	108	26	20	28	--
Automotive	25	2,876	2,625	620	2	1,743	260	--
Beer, wines and liquors	3	900	900	300	--	--	600	--
Chemicals and paints	35	11,348	5,552	658	--	193	4,157	544
Clothing and furnishings	20	1,674	1,614	1,256	--	--	358	--
Coal and coke	51	28,014	24,837	7,590	29	13,120	2,898	1,200
Drugs and drug sundries (specialty lines)	5	43	27	15	--	3	9	--
Dry goods (full line)	1	x	x	x	x	x	x	x
Dry goods (specialty lines)	29	14,056	3,719	1,665	--	1,558	496	--
Electrical goods	32	2,929	2,565	460	7	1,295	803	--
Farm products - raw materials	430	x	197,171	12,814	20	113,524	48,058	22,755
Farm products - consumer goods	188	49,769	34,115	19,270	22	1,106	13,059	658
Farm supplies	115	x	11,134	3,538	13	6,521	1,033	29
Furniture and house furnishings	16	1,653	1,508	474	1	941	92	--
General merchandise	4	2,936	421	420	1	--	--	--
Groceries (full line)	3	1,191	1,191	--	--	--	1,191	--
Groceries and foods (specialty lines)	317	x	131,649	25,431	2	10,166	95,697	353
Hardware	8	2,105	2,050	--	--	44	2,006	--
Jewelry and optical goods	3	84	55	55	--	--	--	--
Lumber and construction materials	99	13,291	9,338	2,682	21	4,173	1,505	957
Machinery, equipment and supplies	145	10,108	9,201	405	13	8,610	173	--
Metals and metal work (except scrap)	16	1,214	1,127	5	--	956	166	--
Paper and its products	17	2,540	2,005	49	--	1,306	650	--
Petroleum and its products	5	1,558	139	85	1	28	25	--
Plumbing and heating eqpt. and spls.	27	2,358	2,238	1,417	6	375	440	--
Tobacco and its products (except leaf)	1	x	x	x	x	x	x	x
Waste materials	7	1,328	1,153	--	--	842	240	71
All other	59	17,497	12,087	856	3	9,511	1,053	664
ASSEMBLERS	1,937	230,047	147,488	22,026	2,251	60,387	60,796	2,028
Farm products - raw materials	1,003	135,683	81,646	3,530	1,159	50,534	24,690	1,733
Farm products - consumer goods	589	x	48,450	12,407	851	2,118	32,838	236
Farm supplies	70	5,765	2,879	1,555	168	888	268	--
Groceries and foods (specialty lines)	251	18,260	14,190	4,473	73	6,597	2,988	59
All other	24	x	323	61	--	250	12	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

EAST SOUTH CENTRAL STATES

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,267	$668,320	$592,589	$392,851	$10,680	$103,888	$64,662	$20,508
Amusement and sporting goods	17	x	941	280	22	591	48	--
Automotive	203	16,425	13,493	9,537	647	1,741	1,568	--
Beer, wines and liquors	173	23,831	23,298	22,388	51	89	770	--
Chemicals and paints	28	x	2,787	1,379	438	403	562	5
Clothing and furnishings	87	12,172	11,795	11,395	117	100	183	--
Coal and coke	32	9,311	7,708	2,464	13	4,276	955	--
Drugs (full line)	27	17,264	15,977	15,107	58	501	310	1
Drugs and drug sundries (specialty lines)	47	2,026	1,565	1,238	44	1	253	29
Dry goods (full line)	47	22,195	21,123	20,682	68	369	4	--
Dry goods (specialty lines)	22	1,568	1,447	1,295	1	151	--	--
Electrical goods	65	x	12,726	8,461	392	3,654	219	--
Farm products - raw materials	141	111,772	90,397	1,407	155	37,848	32,273	18,714
Farm products - consumer goods	446	44,897	42,240	29,221	1,471	620	10,928	--
Farm supplies	67	10,156	9,201	5,459	1,121	470	2,126	25
Furniture and house furnishings	28	3,431	3,369	2,863	221	217	68	--
General merchandise	16	x	12,850	12,037	72	706	35	--
Groceries (full line)	415	160,897	148,306	144,465	894	2,153	794	--
Groceries and foods (specialty lines)	515	47,489	42,212	36,169	978	1,897	3,168	--
Hardware	60	34,763	31,100	23,575	1,593	5,207	725	--
Jewelry and optical goods	13	742	719	709	10	--	--	--
Lumber and construction materials	175	29,267	25,115	9,221	1,095	11,057	2,059	1,683
Machinery, equipment and supplies	210	27,271	21,481	3,906	502	16,000	1,066	7
Metals and metal work (except scrap)	14	x	2,015	615	69	1,276	55	--
Paper and its products	56	9,384	9,077	4,147	--	3,032	1,898	--
Petroleum and its products	18	x	605	458	19	80	48	--
Plumbing and heating eqpt. and spls.	35	7,596	7,302	4,153	430	1,166	1,553	--
Tobacco and its products (except leaf)	63	19,259	17,855	17,029	102	170	554	--
Waste materials	145	11,180	10,049	154	41	8,487	1,323	44
All other	102	6,721	5,836	3,037	56	1,626	1,117	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	428	204,634	178,020	119,918	1,049	37,265	19,649	139
Amusement and sporting goods	5	x	504	266	19	167	52	--
Automotive	41	48,023	43,311	41,591	72	1,541	107	--
Beer, wines and liquors	8	x	4,103	1,118	53	1,037	1,895	--
Chemicals and paints	22	x	4,652	1,818	159	2,594	81	--
Clothing and furnishings	7	x	7,989	7,845	--	76	68	--
Drugs and drug sundries (specialty lines)	9	x	4,770	3,903	8	273	478	108
Electrical goods	8	1,175	1,134	5	2	946	181	--
Farm products - consumer goods	3	x	x	x	x	--	x	--
Farm supplies	3	x	x	x	x	--	x	--
Furniture and house furnishings	9	2,347	2,347	1,663	--	11	673	--
Groceries and foods (specialty lines)	160	80,720	70,563	51,581	99	7,342	11,541	--
Jewelry and optical goods	12	688	--	--	--	--	--	--
Lumber and construction materials	6	3,145	2,741	613	34	566	1,528	--
Machinery, equipment and supplies	95	19,073	14,150	6,837	561	6,260	463	29
Metals and metal work (except scrap)	11	6,184	2,105	289	3	1,537	276	--
Paper and its products	7	x	3,538	10	6	3,470	50	2
Plumbing and heating eqpt. and spls.	12	x	2,643	1,760	15	379	489	--
All other	10	x	11,476	157	8	11,066	245	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

EAST SOUTH CENTRAL STATES (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	129	$66,588	$52,562	$6,617	$157	$19,893	$25,891	$4
Amusement and sporting goods	4	970	699	--	--	699	--	--
Beer, wines and liquors	2	x	x	x	x	x	x	--
Chemicals and paints	7	x	2,345	--	17	2,328	--	--
Clothing and furnishings	2	x	x	x	--	--	--	--
Coal and coke	1	x	x	x	--	x	--	x
Dry goods (specialty lines)	3	x	x	--	--	x	x	x
Electrical goods	12	x	8,170	115	--	6,662	1,393	--
Farm supplies	3	x	x	x	x	x	--	--
Furniture and house furnishings	1	x	--	--	--	--	--	--
Groceries and foods (specialty lines)	4	1,559	1,559	1,385	--	66	108	--
Lumber and construction materials	11	4,485	2,190	896	--	1,294	--	--
Machinery, equipment and supplies	34	x	3,116	72	--	3,043	1	--
Metals and metal work (except scrap)	10	x	3,156	67	--	2,754	335	--
Paper and its products	2	x	--	--	--	--	--	--
Petroleum and its products	1	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	9	504	498	9	12	477	--	--
Tobacco and its products (except leaf)	12	22,515	14,632	--	--	--	14,632	--
All other	11	x	1,890	5	5	1,876	2	2
BULK TANK STATIONS								
Petroleum and its products	1,471	129,925	60,095	50,460	3,233	5,120	1,282	--
AGENTS AND BROKERS	871	409,912	312,950	23,380	1,475	99,382	181,379	7,334
Amusement and sporting goods	2	x	x	--	--	x	x	--
Automotive	8	x	512	142	--	20	350	--
Beer, wines and liquors	3	523	449	421	--	--	28	--
Chemicals and paints	12	1,502	817	192	--	491	134	--
Clothing and furnishings	9	x	700	375	--	--	325	--
Coal and coke	35	13,065	10,466	5,220	5	4,281	960	--
Drugs and drug sundries (specialty lines)	2	x	x	--	--	x	x	--
Dry goods (specialty lines)	4	3,058	229	--	--	171	58	--
Electrical goods	7	x	258	--	--	198	60	--
Farm products - raw materials	363	255,212	190,442	2,192	1,242	75,257	105,596	6,155
Farm products - consumer goods	32	7,372	6,892	1,441	6	356	4,876	213
Farm supplies	12	x	7,519	3,117	203	332	3,867	--
Furniture and house furnishings	6	x	428	344	--	84	--	--
Groceries (full line)	3	1,092	1,092	--	--	73	1,019	--
Groceries and foods (specialty lines)	193	77,483	69,540	6,454	--	5,297	57,789	--
Hardware	8	x	3,603	823	--	92	2,688	--
Lumber and construction materials	51	4,618	2,835	938	--	1,253	95	549
Machinery, equipment and supplies	62	x	2,852	136	16	2,073	627	--
Metals and metal work (except scrap)	9	x	1,401	--	--	1,111	265	25
Paper and its products	7	x	126	--	3	23	100	--
Petroleum and its products	3	1,022	1,022	1,022	--	--	--	--
Plumbing and heating eqpt. and spls.	10	621	581	59	--	205	317	--
Waste materials	3	103	5	--	--	--	5	--
All other	27	x	10,160	504	--	8,047	1,217	392
ASSEMBLERS	1,428	130,278	100,266	5,493	614	44,820	47,478	1,861
Farm products - raw materials	739	106,881	81,835	2,366	415	42,707	34,545	1,802
Farm products - consumer goods	615	21,473	16,882	2,718	177	1,152	12,776	59
Farm supplies	23	x	437	288	22	114	13	--
Groceries and foods (specialty lines)	18	x	561	16	--	455	90	--
All other	33	647	551	105	--	392	54	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

WEST SOUTH CENTRAL STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	5,758	$1,307,470	$1,202,406	$638,597	$16,879	$251,575	$87,933	$207,422
Amusement and sporting goods	63	5,366	4,862	2,305	232	2,300	25	--
Automotive	455	48,902	42,525	32,581	4,737	2,196	2,969	42
Beer, wines and liquors	324	33,117	30,688	28,763	196	410	1,313	6
Chemicals and paints	57	5,800	4,731	1,339	219	2,163	764	246
Clothing and furnishings	81	10,214	10,066	9,875	63	87	40	1
Coal and coke	8	x	708	469	20	92	127	--
Drugs (full line)	30	26,672	24,675	24,399	9	138	114	15
Drugs and drug sundries (specialty lines)	68	4,164	4,059	2,638	80	1	1,340	--
Dry goods (full line)	36	22,008	21,213	19,630	112	834	525	112
Dry goods (specialty lines)	17	1,707	940	809	--	82	49	--
Electrical goods	118	28,356	26,631	19,487	1,030	5,830	210	74
Farm products - raw materials	200	332,794	311,332	4,871	319	86,870	21,929	197,343
Farm products - consumer goods	672	77,511	73,258	55,410	2,211	2,753	12,777	107
Farm supplies	139	19,082	15,326	8,697	1,098	732	4,061	738
Furniture and house furnishings	40	x	5,932	5,403	478	49	2	--
General merchandise	18	x	13,560	12,739	73	67	502	179
Groceries (full line)	652	262,264	242,065	231,747	1,074	2,719	6,295	230
Groceries and foods (specialty lines)	963	106,457	101,039	71,103	1,747	7,429	20,718	42
Hardware	69	36,137	32,816	24,165	1,025	6,772	515	339
Jewelry and optical goods	36	x	2,522	1,947	180	17	42	336
Lumber and construction materials	175	26,621	25,575	14,377	631	4,491	2,244	3,832
Machinery, equipment and supplies	811	137,831	123,921	9,312	706	111,495	2,224	184
Metals and metal work (except scrap)	37	x	6,007	1,596	--	3,535	874	2
Paper and its products	78	12,108	10,469	5,767	86	1,776	2,753	87
Petroleum and its products	77	9,672	3,322	2,655	135	480	47	5
Plumbing and heating eqpt. and spls.	74	9,217	8,639	6,163	218	1,858	400	--
Tobacco and its products (except leaf)	131	38,422	35,966	34,204	65	171	1,526	--
Waste materials	181	11,771	10,235	118	29	4,095	2,663	3,330
All other	148	10,722	9,324	6,028	106	2,133	885	172
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	882	382,019	314,459	215,863	994	64,005	33,363	234
Amusement and sporting goods	19	3,589	3,014	1,307	72	1,464	171	--
Automotive	71	x	106,761	103,030	67	2,765	899	--
Beer, wines and liquors	24	3,835	3,835	1,437	--	156	2,242	--
Chemicals and paints	24	5,881	5,477	3,413	176	1,702	186	--
Clothing and furnishings	4	693	693	693	--	--	--	--
Drugs and drug sundries (specialty lines)	16	4,954	3,259	1,523	--	245	1,491	--
Dry goods (specialty lines)	5	x	279	133	--	146	--	--
Electrical goods	29	x	11,418	2,235	12	7,541	1,630	--
Farm products - consumer goods	10	x	1,163	853	217	35	58	--
Furniture and house furnishings	15	3,253	3,253	3,133	--	118	2	--
Groceries and foods (specialty lines)	269	142,017	121,404	86,359	123	12,517	22,239	166
Jewelry and optical goods	24	x	29	29	--	--	--	--
Lumber and construction materials	10	x	895	298	4	586	7	--
Machinery, equipment and supplies	284	59,890	38,569	8,040	230	28,814	1,485	--
Metals and metal work (except scrap)	21	x	5,266	1,022	17	2,174	2,053	--
Paper and its products	13	3,292	3,292	106	--	3,186	--	--
Petroleum and its products	8	2,119	252	60	--	163	29	--
Plumbing and heating eqpt. and spls.	20	5,445	4,856	2,064	76	2,074	574	68
Tobacco and its products (except leaf)	1	x	--	--	--	--	--	--
All other	15	1,209	744	128	--	319	297	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

WEST SOUTH CENTRAL STATES (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	249	$114,498	$89,215	$16,033	$27	$35,224	$37,898	$33
Amusement and sporting goods	14	5,384	3,562	4	--	3,558	--	--
Automotive	1	x	x	x	--	x	--	--
Beer, wines and liquors	4	3,518	3,518	--	--	2,554	964	--
Chemicals and paints	6	2,263	2,263	47	--	2,216	--	--
Clothing and furnishings	1	x	x	--	--	--	--	--
Dry goods (specialty lines)	7	2,750	2,750	1,464	--	1,286	--	--
Electrical goods	12	x	1,999	38	--	1,779	182	--
Furniture and house furnishings	6	x	1,007	233	--	145	620	9
Groceries and foods (specialty lines)	20	x	13,475	8,684	--	1,280	3,511	--
Lumber and construction materials	25	x	5,143	1,743	--	2,412	988	--
Machinery, equipment and supplies	66	13,160	10,834	76	--	10,248	510	--
Metals and metal work (except scrap)	29	28,566	17,982	15	14	8,036	9,893	24
Paper and its products	11	x	1,757	258	--	250	1,249	--
Petroleum and its products	5	x	2,422	2,383	--	39	--	--
Plumbing and heating eqpt. and spls.	16	848	848	40	13	371	424	--
Tobacco and its products (except leaf)	17	25,188	19,557	--	--	--	19,557	--
All other	9	x	x	x	--	x	--	--
BULK TANK STATIONS								
Petroleum and its products	4,160	227,969	141,457	113,886	7,290	13,618	6,506	157
AGENTS AND BROKERS	1,058	398,671	346,540	53,235	269	86,848	177,681	28,507
Amusement and sporting goods	5	x	51	33	--	18	--	--
Automotive	30	4,186	4,175	238	19	30	1,823	2,065
Beer, wines and liquors	2	x	x	x	--	--	x	x
Chemicals and paints	16	2,297	2,101	57	--	1,853	51	140
Clothing and furnishings	17	1,769	1,769	1,589	--	125	55	--
Coal and coke	9	1,076	1,076	381	--	524	171	--
Drugs and drug sundries (specialty lines)	4	x	141	122	--	16	3	--
Dry goods (specialty lines)	32	12,089	8,761	4,841	--	2,841	1,079	--
Electrical goods	22	x	1,479	109	17	735	614	4
Farm products - raw materials	290	176,051	148,971	7,950	136	48,614	74,616	17,655
Farm products - consumer goods	75	19,241	17,744	6,550	--	21	11,123	50
Farm supplies	11	x	4,482	558	--	2,401	1,523	--
Furniture and house furnishings	16	1,844	1,844	751	5	1,088	--	--
General merchandise	2	x	x	x	--	--	x	x
Groceries (full line)	1	x	x	x	--	--	--	--
Groceries and foods (specialty lines)	209	x	115,111	20,718	1	15,691	78,239	462
Hardware	10	x	1,129	711	--	4	414	--
Jewelry and optical goods	3	57	32	25	--	7	--	--
Lumber and construction materials	78	14,302	13,686	3,903	46	2,840	2,404	4,493
Machinery, equipment and supplies	125	6,129	5,310	370	29	4,217	459	235
Metals and metal work (except scrap)	11	x	922	--	--	754	168	--
Paper and its products	11	x	956	240	--	31	685	--
Petroleum and its products	21	x	6,703	1,185	--	3,055	851	1,612
Plumbing and heating eqpt. and spls.	17	691	512	106	1	194	211	--
Waste materials	4	315	129	18	15	96	--	--
All other	37	x	8,377	2,125	--	1,693	2,828	1,731
ASSEMBLERS	2,949	265,947	222,647	10,384	2,908	63,548	89,433	56,374
Farm products - raw materials	1,757	227,643	193,389	4,464	2,198	60,766	70,041	55,920
Farm products - consumer goods	1,069	32,331	24,598	4,706	384	2,482	16,975	51
Farm supplies	47	x	1,307	272	238	52	745	--
Groceries and foods (specialty lines)	57	3,962	3,220	897	78	234	1,608	403
All other	19	x	133	45	10	14	64	--

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MOUNTAIN STATES

TABLE 7 - -DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,144	$348,364	$300,810	$219,327	$9,969	$41,100	$27,246	$3,168
Amusement and sporting goods	29	1,959	1,940	773	31	1,128	8	--
Automotive	227	24,437	22,176	14,867	3,580	1,484	2,230	15
Beer, wines and liquors	175	15,587	14,549	13,934	122	123	370	--
Chemicals and paints	26	2,218	1,878	578	267	745	288	--
Clothing and furnishings	31	x	3,348	3,223	6	109	10	--
Coal and coke	16	x	2,042	1,454	27	465	96	--
Drugs (full line)	17	x	10,119	9,699	153	203	54	10
Drugs and drug sundries (specialty lines)	16	x	589	588	--	--	1	--
Dry goods (full line)	6	2,656	1,981	1,900	16	47	18	--
Dry goods (specialty lines)	4	x	169	119	--	50	--	--
Electrical goods	58	x	9,579	6,223	332	2,887	137	--
Farm products - raw materials	76	21,418	18,737	3,960	433	2,331	9,234	2,779
Farm products - consumer goods	378	37,729	34,562	27,152	532	2,065	4,680	133
Farm supplies	57	x	6,347	3,561	510	1,033	1,223	20
Furniture and house furnishings	18	x	3,391	2,575	216	191	409	--
General merchandise	5	x	4,975	3,513	1,280	182	--	--
Groceries (full line)	172	80,311	72,477	67,192	550	3,989	712	34
Groceries and foods (specialty lines)	276	28,792	26,548	19,467	544	1,955	4,552	30
Hardware	27	x	10,419	7,287	394	1,771	967	--
Jewelry and optical goods	19	904	904	897	7	--	--	--
Lumber and construction materials	52	10,951	7,280	4,644	298	2,081	257	--
Machinery, equipment and supplies	169	21,269	17,530	2,273	71	14,282	757	147
Metals and metal work (except scrap)	13	1,765	1,693	676	57	827	133	--
Paper and its products	27	x	2,775	2,121	--	449	205	--
Petroleum and its products	25	1,154	1,011	938	43	29	1	--
Plumbing and heating eqpt. and spls.	25	x	4,179	2,726	225	1,140	88	--
Tobacco and its products (except leaf)	67	14,672	14,298	13,957	72	29	240	--
Waste materials	66	1,879	1,518	110	69	1,079	260	--
All other	67	3,996	3,796	2,920	134	426	316	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	357	110,821	84,136	54,850	315	22,018	6,940	13
Amusement and sporting goods	10	1,538	1,098	616	12	470	--	--
Automotive	27	x	23,249	22,329	22	709	189	--
Beer, wines and liquors	15	x	3,418	991	--	309	2,118	--
Chemicals and paints	11	3,868	3,791	1,668	137	1,846	140	--
Clothing and furnishings	6	655	655	628	--	27	--	--
Coal and coke	1	x	x	x	x	--	--	--
Drugs and drug sundries (specialty lines)	4	174	164	164	--	--	--	--
Electrical goods	15	10,481	10,260	753	3	8,791	713	--
Furniture and house furnishings	7	x	1,287	1,265	--	20	2	--
Groceries and foods (specialty lines)	133	35,357	27,383	22,600	70	1,996	2,717	--
Jewelry and optical goods	10	558	128	102	23	2	1	--
Lumber and construction materials	3	x	x	x	x	x	x	--
Machinery, equipment and supplies	80	12,506	5,894	762	28	5,072	32	--
Metals and metal work (except scrap)	6	x	1,122	133	--	656	333	--
Paper and its products	7	1,985	1,985	1,117	--	868	--	--
Petroleum and its products	1	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	13	2,833	2,341	1,048	1	1,145	134	13
Tobacco and its products (except leaf)	1	x	x	x	--	--	x	--
All other	7	344	222	5	--	9	208	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MOUNTAIN STATES (Continued)

TABLE 7 - DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	85	$31,695	$29,282	$6,562	$35	$13,544	$9,122	$19
Amusement and sporting goods	9	x	1,666	--	--	1,666	--	--
Automotive	1	x	x	x	--	--	--	--
Chemicals and paints	3	x	x	x	--	x	--	x
Electrical goods	5	960	960	39	35	656	230	--
Furniture and house furnishings	2	x	x	x	--	x	x	--
Groceries and foods (specialty lines)	10	7,287	7,078	6,298	--	661	119	--
Lumber and construction materials	2	x	x	x	--	--	x	--
Machinery, equipment and supplies	24	6,036	5,033	26	--	4,992	15	--
Metals and metal work (except scrap)	14	x	4,752	110	--	2,977	1,652	13
Paper and its products	4	764	764	--	--	75	689	--
Petroleum and its products	1	x	x	--	--	--	x	--
Plumbing and heating eqpt. and spls.	2	x	x	--	--	x	x	--
Tobacco and its products (except leaf)	5	x	6,084	--	--	--	6,084	--
All other	3	x	x	x	--	x	--	x
BULK TANK STATIONS								
Petroleum and its products	1,968	115,738	63,730	49,611	1,922	5,797	6,284	116
AGENTS AND BROKERS	383	144,700	113,983	12,467	182	8,292	91,953	1,089
Amusement and sporting goods	8	x	457	6	--	153	298	--
Automotive	16	318	318	44	--	24	250	--
Beer, wines and liquors	2	x	x	x	--	x	x	--
Chemicals and paints	5	x	104	22	2	29	51	--
Clothing and furnishings	6	x	311	311	--	--	--	--
Coal and coke	18	x	3,777	2,326	62	768	621	--
Dry goods (full line)	1	x	x	--	--	--	x	--
Dry goods (specialty lines)	3	19	19	19	--	--	--	--
Electrical goods	13	956	706	87	--	149	445	25
Farm products - raw materials	68	x	52,808	808	41	784	50,118	1,057
Farm products - consumer goods	41	x	9,494	1,505	53	71	7,861	4
Farm supplies	2	x	x	x	x	x	x	--
Furniture and house furnishings	10	x	998	990	--	7	1	--
Groceries (full line)	7	3,500	3,500	1,580	--	--	1,920	--
Groceries and foods (specialty lines)	62	x	32,682	3,245	--	626	28,811	--
Hardware	9	x	621	309	--	68	244	--
Lumber and construction materials	16	x	1,163	833	12	203	115	--
Machinery, equipment and supplies	69	x	5,021	164	9	4,456	390	2
Metals and metal work (except scrap)	7	569	569	4	2	541	21	1
Paper and its products	4	x	182	--	--	19	163	--
Petroleum and its products	2	x	x	x	x	--	--	--
Plumbing and heating eqpt. and spls.	6	344	339	100	--	187	52	--
All other	8	253	220	71	--	149	--	--
ASSEMBLERS	1,476	95,712	75,221	6,137	4,060	18,654	46,344	26
Farm products - raw materials	836	x	45,536	2,166	2,002	15,147	26,221	--
Farm products - consumer goods	603	34,314	28,331	3,559	1,988	3,238	19,526	20
Farm supplies	21	2,526	952	154	55	192	545	6
Groceries and foods (specialty lines)	7	x	212	197	15	--	--	--
All other	9	190	190	61	--	77	52	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PACIFIC STATES

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	9,430	$1,656,928	$1,506,622	$922,186	$40,251	$292,484	$202,993	$48,708
Amusement and sporting goods	168	19,935	18,654	5,638	359	12,382	234	41
Automotive	829	108,056	87,162	59,953	14,342	5,782	7,065	20
Beer, wines and liquors	672	80,144	76,031	60,384	2,615	2,936	9,823	273
Chemicals and paints	154	14,075	13,379	2,656	493	9,131	925	174
Clothing and furnishings	307	33,492	32,985	31,451	187	597	708	42
Coal and Coke	23	2,078	1,866	1,468	71	250	55	22
Drugs (full line)	24	47,192	47,192	44,308	203	2,126	470	85
Drugs and drug sundries (specialty lines)	149	8,797	8,192	5,728	42	224	2,141	57
Dry goods (full line)	14	8,351	8,351	7,837	13	459	42	--
Dry goods (specialty lines)	180	24,726	21,533	14,821	81	5,840	790	1
Electrical goods	303	66,019	61,717	38,446	1,408	15,034	6,364	465
Farm products - raw materials	152	103,437	81,755	11,728	520	25,915	27,324	16,268
Farm products - consumer goods	1,306	201,521	193,227	139,599	7,963	16,172	25,662	3,831
Farm supplies	167	41,084	36,306	15,544	1,594	11,723	6,641	804
Furniture and house furnishings	223	21,779	20,870	18,340	291	1,903	291	45
General merchandise	33	x	34,274	10,589	329	3,662	8,148	11,546
Groceries (full line)	261	177,623	170,319	155,391	681	9,188	3,588	1,471
Groceries and foods (specialty lines)	1,339	191,552	176,980	103,411	3,031	23,930	40,470	6,138
Hardware	112	49,612	42,693	29,908	924	11,197	574	90
Jewelry and optical goods	165	18,106	15,968	13,799	363	836	967	3
Lumber and construction materials	328	71,613	59,356	26,026	1,143	20,749	9,240	2,198
Machinery, equipment and supplies	991	116,016	100,751	16,507	1,163	75,799	7,007	275
Metals and metal work (except scrap)	109	18,836	12,812	2,575	113	8,307	1,792	25
Paper and its products	173	25,311	23,041	13,948	482	7,068	1,478	65
Petroleum and its products	63	6,821	6,502	4,084	48	718	898	754
Plumbing and heating eqpt. and spls.	151	19,003	17,793	10,575	414	5,415	1,378	11
Tobacco and its products (except leaf)	167	91,556	90,832	58,290	246	489	31,790	17
Waste materials	281	21,000	18,253	2,361	225	9,321	3,705	2,641
All other	586	x	27,828	16,821	907	5,331	3,423	1,346
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,489	729,318	616,776	298,971	3,899	157,461	152,155	4,290
Amusement and sporting goods	41	12,917	6,547	3,526	98	2,441	482	--
Automotive	112	121,864	97,319	85,912	337	7,175	3,877	18
Beer, wines and liquors	72	33,348	24,984	4,351	39	1,555	19,021	18
Chemicals and paints	101	31,185	27,541	10,671	758	13,017	2,399	696
Clothing and furnishings	60	x	18,722	18,431	9	181	100	1
Coal and coke	1	x	--	--	--	--	--	--
Drugs and drug sundries (specialty lines)	36	x	6,789	4,416	33	570	1,770	--
Dry goods (specialty lines)	33	x	5,887	2,945	10	2,870	62	--
Electrical goods	62	34,651	33,054	5,892	1,265	21,303	4,594	--
Farm products - consumer goods	19	x	3,585	1,626	838	724	397	--
Farm supplies	17	1,497	520	501	--	19	--	--
Furniture and house furnishings	28	x	6,295	5,723	--	443	22	107
Groceries and foods (specialty lines)	284	244,825	212,147	113,327	255	37,367	59,774	1,424
Hardware	13	1,669	517	335	1	60	121	--
Jewelry and optical goods	25	x	2,146	1,636	--	6	504	--
Lumber and construction materials	36	11,766	8,826	5,858	33	1,154	613	1,168
Machinery, equipment and supplies	329	48,423	37,555	9,443	90	25,201	2,754	67
Metals and metal work (except scrap)	51	47,186	41,266	2,029	14	23,785	14,972	466
Paper and its products	45	20,947	20,750	12,987	57	6,074	1,482	150
Petroleum and its products	16	x	5,849	2,380	9	1,082	2,350	28
Plumbing and heating eqpt. and spls.	44	11,907	11,687	3,129	53	6,462	1,919	124
Tobacco and its products (except leaf)	8	x	36,914	1,813	--	368	34,733	--
All other	56	x	7,876	2,040	--	5,604	209	23

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PACIFIC STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	381	$239,540	$192,912	$18,529	$102	$111,348	$58,336	$4,597
Amusement and sporting goods	15	x	6,203	--	--	6,203	--	--
Automotive	2	x	x	--	--	x	--	--
Beer, wines and liquors	5	3,469	3,469	72	--	436	2,961	--
Chemicals and paints	16	x	8,496	--	--	8,374	97	25
Clothing and furnishings	13	x	2,056	1,766	--	--	290	--
Drugs and drug sundries (specialty lines)	6	x	549	450	--	32	67	--
Dry goods (specialty lines)	15	x	2,483	2,413	--	70	--	--
Electrical goods	17	3,099	2,157	140	--	1,495	522	--
Farm products - consumer goods	1	x	x	x	--	--	--	--
Farm supplies	3	x	--	--	--	--	--	--
Furniture and house furnishings	14	x	2,795	435	--	251	2,103	6
Groceries and foods (specialty lines)	24	x	36,647	6,365	--	5,115	25,167	--
Hardware	3	x	x	x	--	x	x	--
Jewelry and optical goods	7	292	121	84	--	--	37	--
Lumber and construction materials	28	9,396	5,282	3,668	--	989	625	--
Machinery, equipment and supplies	84	66,526	58,223	87	31	57,180	649	276
Metals and metal work (except scrap)	32	x	12,542	218	--	11,808	481	35
Paper and its products	33	x	22,629	677	35	16,178	5,739	--
Petroleum and its products	3	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	8	x	230	25	36	169	--	--
Tobacco and its products (except leaf)	9	17,978	17,978	--	--	--	17,978	--
All other	43	x	10,079	1,376	--	2,925	1,523	4,255
BULK TANK STATIONS								
Petroleum and its products	2,245	345,588	170,558	127,632	7,880	15,768	18,295	983
AGENTS AND BROKERS	2,207	564,474	511,621	100,417	957	119,391	247,573	43,283
Amusement and sporting goods	39	x	3,956	954	1	1,391	1,610	--
Automotive	108	6,015	5,560	1,992	200	625	2,526	217
Beer, wines and liquors	21	x	2,509	930	1	144	1,404	30
Chemicals and paints	54	6,271	6,235	144	1	4,185	1,876	29
Clothing and furnishings	160	16,725	16,589	13,641	--	122	2,822	4
Coal and coke	6	236	204	89	5	51	59	--
Drugs and drug sundries (specialty lines)	30	x	3,634	2,293	2	43	1,269	27
Dry goods (full line)	1	x	x	x	x	--	--	--
Dry goods (specialty lines)	148	x	19,070	7,613	--	7,706	3,750	1
Electrical goods	125	6,495	5,148	1,291	13	1,527	2,315	2
Farm products - raw materials	117	79,520	65,300	1,156	--	37,187	26,092	865
Farm products - consumer goods	216	90,973	78,819	17,495	34	1,727	54,268	5,295
Farm supplies	29	x	11,573	6,828	2	2,317	2,042	384
Furniture and house furnishings	87	x	14,295	12,011	198	807	1,279	--
General merchandise	10	2,601	2,601	651	--	801	408	741
Groceries (full line)	2	x	x	x	x	x	--	--
Groceries and foods (specialty lines)	272	x	180,518	16,452	28	24,013	129,003	11,022
Hardware	79	5,430	4,839	1,549	1	350	2,935	4
Jewelry and optical goods	39	1,695	1,338	773	--	7	558	--
Lumber and construction materials	104	39,187	37,553	2,978	212	7,763	5,960	20,640
Machinery, equipment and supplies	303	18,660	13,817	1,927	88	10,575	743	484
Metals and metal work (except scrap)	33	x	3,316	192	8	1,158	1,767	191
Paper and its products	34	3,903	3,853	333	--	493	1,786	1,241
Petroleum and its products	14	x	6,064	5,534	4	422	--	104
Plumbing and heating eqpt. and spls.	69	4,390	4,286	1,291	46	1,201	1,721	27
Tobacco and its products (except leaf)	1	x	x	--	--	x	--	x
Waste materials	2	x	x	--	--	x	--	x
All other	104	22,507	19,005	2,083	56	13,657	1,380	1,829
ASSEMBLERS	1,438	386,588	262,027	38,682	4,759	39,056	175,537	3,993
Farm products - raw material	328	50,154	42,426	4,160	820	20,060	17,386	--
Farm products - consumer goods	889	296,357	199,906	33,087	3,711	16,425	142,790	3,893
Farm supplies	52	x	1,946	184	59	519	1,184	--
Groceries and foods (specialty lines)	87	35,389	17,069	672	168	2,052	14,077	100
All other	82	x	680	579	1	--	100	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

BALTIMORE, MARYLAND

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	(add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,171	$179,629	$146,153	$100,880	$1,661	$33,524	$9,480	$608
Amusement and sporting goods	16	1,084	1,008	682	--	326	--	--
Automotive	42	2,927	2,054	1,339	131	503	81	--
Beer, wines and liquors	40	12,858	11,514	8,165	1	51	3,297	--
Chemicals and paints	21	2,127	1,369	928	77	157	207	--
Clothing and furnishings	100	8,679	7,057	6,892	10	--	155	--
Coal and coke	21	x	2,091	1,040	112	875	64	--
Drugs (full line)	3	3,278	1,851	1,836	7	--	8	--
Drugs and drug sundries (specialty lines)	22	x	1,523	1,456	--	--	61	6
Dry goods (full line)	2	7,231	6,580	5,451	--	1,129	--	--
Dry goods (specialty lines)	44							
Electrical goods	32	7,038	6,061	4,037	90	1,849	85	--
Farm products - raw materials	13	3,596	1,612	34	--	1,538	40	--
Farm products - consumer goods	133	15,812	13,840	10,957	52	837	1,456	538
Farm supplies	17	4,159	3,380	1,794	82	1,398	106	--
Furniture and house furnishings	21	x	2,101	2,062	--	39	--	--
General merchandise	2	x	x	x	x	x	x	--
Groceries (full line)	13	13,967	12,852	11,424	12	1,344	72	--
Groceries and foods (specialty lines)	211	24,994	18,528	12,448	251	3,882	1,947	--
Hardware	16	1,567	454	228	10	216	--	--
Jewelry and optical goods	16	3,189	2,152	1,142	10	1,000	--	--
Lumber and construction materials	40	6,151	5,184	833	212	3,803	336	--
Machinery, equipment and supplies	103	9,425	7,594	1,942	119	5,051	482	--
Metals and metal work (except scrap)	24	x	2,859	117	--	2,337	405	--
Paper and its products	44	5,862	4,644	1,495	--	2,952	133	64
Petroleum and its products	6	244	133	73	--	60	--	--
Plumbing and heating eqpt. and spls.	29	4,233	2,749	1,677	25	1,043	4	--
Tobacco and its products (except leaf)	29	10,373	10,052	9,494	408	8	142	--
Waste materials	61	4,722	3,018	20	2	2,657	339	--
All other	50	2,964	x	x	x	x	x	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	126	97,632	81,004	42,170	202	20,723	17,596	313
Amusement and sporting goods	4	1,055	676	21	24	8	385	238
Automotive	9	21,823	19,483	17,847	3	1,633	--	--
Beer, wines and liquors	6	7,906	7,335	818	--	2,112	4,405	--
Chemicals and paints	8	1,381	1,133	503	13	569	48	--
Clothing and furnishings	3	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	5	1,885	643	382	--	26	235	--
Dry goods (specialty lines)	3	x	x	--	--	x	x	x
Electrical goods	4	580	575	51	--	454	70	--
Farm supplies	4	5,382	4,267	511	--	2,791	895	70
Furniture and house furnishings	3	x	x	x	x	x	--	x
Groceries and foods (specialty lines)	25	41,608	35,930	20,055	35	5,263	10,577	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	7	x	106	73	--	33	--	--
Machinery, equipment and supplies	31	x	6,997	468	--	6,509	20	--
Metals and metal work (except scrap)	1	x	x	x	--	x	x	--
Paper and its products	2	x	x	x	--	x	x	--
Petroleum and its products	1	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	7	1,174	1,128	72	126	136	794	--
All other	2	x	x	--	x	x	x	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

BALTIMORE, MARYLAND (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	48	$48,000	$38,315	$3,892	$98	$26,901	$7,424	--
Beer, wines and liquors	2	x	x	x	--	x	x	--
Chemicals and paints	2	x	x	--	--	x	--	--
Dry goods (specialty lines)	2	x	x	--	--	x	--	--
Electrical goods	5	x	5,548	99	--	4,022	1,427	--
Farm supplies	1	x	x	x	x	x	--	--
Groceries and foods (specialty lines)	2	x	x	x	--	x	x	--
Lumber and construction materials	3	x	x	x	--	x	--	--
Machinery, equipment and supplies	14	13,586	6,926	901	--	6,020	5	--
Metals and metal work (except scrap)	8	16,696	16,534	336	75	15,071	1,052	--
Paper and its products	2	x	x	--	--	x	--	--
Plumbing and heating eqpt. and spls.	2	x	x	--	x	x	x	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	4	654	654	40	--	614	--	--
BULK TANK STATIONS								
Petroleum and its products	24	27,392	13,782	9,687	329	2,199	171	$1,396
AGENTS AND BROKERS	237	63,666	40,680	16,133	3	14,986	8,536	1,022
Amusement and sporting goods	2	x	x	x	--	--	--	--
Automotive	4	108	108	65	1	42	--	--
Chemicals and paints	5	2,515	10	10	--	--	--	--
Clothing and furnishings	12	545	485	475	--	--	10	--
Coal and coke	15	6,431	6,101	1,945	--	4,118	1	37
Drugs and drug sundries (specialty lines)	1	x	--	--	--	--	--	--
Dry goods (specialty lines)	22	5,113	2,143	1,068	--	947	128	--
Electrical goods	3	x	x	x	--	x	--	--
Farm products - raw materials	16	8,166	5,286	245	--	3,683	523	835
Farm products - consumer goods	57	16,660	10,088	8,010	--	874	1,204	--
Farm supplies	9	x	1,396	463	--	926	--	7
Furniture and house furnishings	8	369	353	306	--	5	42	--
General merchandise	1	x	x	x	x	--	--	--
Groceries and foods (specialty lines)	34	16,042	9,963	2,969	--	2,109	4,885	--
Hardware	4	1,314	1,259	--	--	9	1,250	--
Jewelry and optical goods	2	x	x	x	x	--	--	--
Lumber and construction materials	9	712	459	81	--	235	--	143
Machinery, equipment and supplies	19	777	706	4	1	701	--	--
Metals and metal work (except scrap)	1	x	x	--	--	x	--	--
Paper and its products	3	920	838	35	--	803	--	--
Plumbing and heating eqpt. and spls.	3	140	64	39	--	25	--	--
Tobacco and its products (except leaf)	1	x	--	--	--	--	--	--
All other	6	1,031	1,031	76	--	462	493	--
ASSEMBLERS	16	8,159	3,659	985	2	2,348	--	324
Farm products - raw materials	6	4,912	2,276	4	--	1,948	--	324
Farm products - consumer goods	4	1,586	95	95	--	--	--	--
Groceries and foods (spacialty lines)	6	1,661	1,288	886	2	400	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

BOSTON, MASSACHUSETTS

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,969	$634,146	$567,860	$244,148	$5,868	$259,172	$54,161	$4,511
Amusement and sporting goods	33	2,953	2,889	1,618	20	1,201	50	--
Automotive	71	23,711	21,159	16,651	2,781	717	1,010	--
Beer, wines and liquors	65	25,336	23,131	17,481	285	1,782	3,583	--
Chemicals and paints	44	10,576	10,459	1,577	119	7,852	861	50
Clothing and furnishings	220	36,010	35,931	34,331	51	886	474	189
Coal and coke	23	58,130	45,356	9,677	118	34,910	651	--
Drugs (full line)	4	13,538	3,621	3,482	--	109	30	--
Drugs and drug sundries (specialty lines)	20	923	875	428	--	225	222	--
Dry goods (full line)	2	17,640	17,015	8,145	40	8,524	284	22
Dry goods (specialty lines)	103							
Electrical goods	51	15,986	15,117	9,649	278	4,991	199	--
Farm products - raw materials	68	120,374	112,225	3,788	37	103,578	4,331	491
Farm products - consumer goods	199	65,701	65,515	43,063	405	8,165	13,882	--
Farm supplies	4	841	570	--	--	83	487	--
Furniture and house furnishings	70	11,551	11,454	9,922	407	1,103	22	--
General merchandise	1	x	x	x	--	--	--	--
Groceries (full line)	25	27,113	13,397	10,367	--	3,030	--	--
Groceries and foods (specialty lines)	276	69,652	65,367	28,276	492	18,974	17,625	--
Hardware	17	2,582	1,237	862	13	276	86	--
Jewelry and optical goods	59	5,330	5,254	4,629	209	2	414	--
Lumber and construction materials	27	10,774	8,907	5,431	33	2,480	189	774
Machinery, equipment and supplies	184	18,302	16,243	4,769	170	10,640	627	37
Metals and metal work (except scrap)	20	3,642	2,529	40	19	2,356	114	--
Paper and its products	85	13,228	12,845	4,122	29	7,076	1,614	4
Petroleum and its products	6	712	712	301	--	141	270	--
Plumbing and heating eqpt. and spls.	35	5,265	3,877	1,989	97	798	993	--
Tobacco and its products (except leaf)	29	18,697	18,697	18,240	159	--	298	--
Waste materials	64	13,520	13,100	88	--	9,094	1,877	2,041
All other	164	x	x	x	x	x	x	x
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	324	241,811	186,100	71,759	544	80,322	31,984	1,491
Amusement and sporting goods	7	x	2,809	1,249	139	1,421	--	--
Automotive	25	28,571	22,798	18,679	26	3,314	779	--
Beer, wines and liquors	6	8,588	5,314	86	--	1,488	3,740	--
Chemicals and paints	37	20,641	16,243	2,899	24	11,275	2,042	3
Clothing and furnishings	12	x	4,669	4,344	--	66	259	--
Drugs and drug sundries (specialty lines)	8	1,771	1,171	886	--	111	174	--
Dry goods (specialty lines)	9	4,996	1,612	513	3	1,071	23	2
Electrical goods	17	15,759	15,131	1,944	26	10,371	2,790	--
Farm products - consumer goods	4	1,221	667	9	--	--	658	--
Furniture and house furnishings	8	x	2,758	2,240	7	509	2	--
Groceries and foods (specialty lines)	34	70,427	55,770	34,658	227	4,859	16,026	--
Hardware	3	x	x	x	--	--	x	--
Jewelry and optical goods	4	903	--	--	--	--	--	--
Lumber and construction materials	5	x	1,216	758	12	249	197	--
Machinery, equipment and supplies	87	29,216	13,896	1,637	7	11,009	1,209	34
Metals and metal work (except scrap)	7	5,054	4,568	17	--	3,992	559	--
Paper and its products	10	5,017	4,923	296	28	3,949	32	618
Petroleum and its products	1	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	16	4,758	4,347	716	45	1,697	1,889	--
Tobacco and its products (except leaf)	2	x	x	x	--	x	--	--
All other	22	29,193	27,307	--	--	24,923	1,550	834

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

BOSTON, MASSACHUSETTS (Continued)

TABLE 7 -- DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	190	$96,786	$68,908	$10,590	$21	$45,237	$13,037	$23
Amusement and sporting goods	5	6,020	4,173	--	--	4,173	--	--
Automotive	3	x	x	x	--	x	x	x
Chemicals and paints	11	x	3,456	228	--	3,228	--	--
Clothing and furnishings	11	x	521	521	--	--	--	--
Dry goods (specialty lines)	12	x	8,253	1,705	--	6,533	15	--
Electrical goods	7	2,012	1,832	--	--	1,832	--	--
Farm products - consumer goods	1	x	x	x	--	--	--	--
Farm supplies	1	x	x	x	x	--	--	--
Furniture and house furnishings	7	3,070	1,106	116	--	137	853	--
Groceries and foods (specialty lines)	8	x	3,175	1,479	--	149	1,547	--
Jewelry and optical goods	1	x	x	x	--	x	--	--
Lumber and construction materials	15	5,248	3,079	1,525	--	529	1,025	--
Machinery, equipment and supplies	50	10,143	6,568	264	--	6,035	266	3
Metals and metal work (except scrap)	23	x	20,026	97	--	18,653	1,276	--
Paper and its products	12	4,803	1,099	350	21	374	354	--
Petroleum and its products	1	x	x	x	--	--	--	--
Plumbing and heating eqpt. and spls.	9	1,360	1,307	19	--	1,253	35	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	x
All other	12	6,322	2,026	253	--	1,740	33	--
BULK TANK STATIONS								
Petroleum and its products	20	28,657	13,991	8,985	2,042	1,322	744	898
AGENTS AND BROKERS	810	302,184	256,793	45,817	42	131,496	77,081	2,357
Amusement and sporting goods	9	459	459	378	2	54	25	--
Automotive	5	422	376	297	--	2	73	4
Beer, wines and liquors	1	x	x	x	--	--	--	--
Chemicals and paints	21	x	1,987	460	--	1,369	123	35
Clothing and furnishings	100	8,497	8,497	6,126	--	25	1,887	459
Coal and coke	8	x	5,039	4,545	--	207	175	112
Drugs and drug sundries (specialty lines)	3	51	51	22	--	29	--	--
Dry goods (specialty lines)	98	25,248	20,005	8,724	--	9,119	2,162	--
Electrical goods	32	x	1,990	540	--	750	700	--
Farm products - raw materials	108	106,151	74,452	1,863	--	60,755	10,996	838
Farm products - consumer goods	51	x	24,667	7,790	--	3,817	12,293	767
Farm supplies	4	x	6,061	--	--	6,061	--	--
Furniture and house furnishings	31	2,628	2,451	1,941	--	175	335	--
General merchandise	2	x	x	x	--	x	x	--
Groceries and foods (specialty lines)	99	67,120	63,213	9,963	--	10,433	42,817	--
Hardware	12	x	591	165	--	19	407	--
Jewelry and optical goods	3	273	273	224	--	--	49	--
Lumber and construction materials	18	1,973	1,973	1,088	--	289	561	35
Machinery, equipment and supplies	80	10,440	10,068	462	40	9,264	302	--
Metals and metal work (except scrap)	9	828	565	50	--	385	130	--
Paper and its products	16	2,073	2,073	30	--	931	1,112	--
Plumbing and heating eqpt. and spls.	14	557	513	61	--	196	256	--
Tobacco and its products (except leaf)	1	x	x	--	--	x	x	--
Waste materials	11	2,124	2,114	--	--	1,951	163	--
All other	74	28,529	28,454	795	--	25,265	2,287	107
ASSEMBLERS	17	29,432	25,066	5,635	--	17,253	2,178	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

BUFFALO, NEW YORK

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	564	$128,932	$111,599	$73,535	$4,523	$27,000	$5,783	$758
Amusement and sporting goods	10	886	875	150	--	725	--	--
Automotive	31	9,881	9,616	6,752	2,045	355	464	--
Beer, wines and liquors	13	3,533	3,321	3,238	42	12	29	--
Chemicals and paints	17	1,323	1,219	575	84	384	176	--
Clothing and furnishings	10	1,180	1,180	1,180	--	--	--	--
Coal and coke	14	7,702	7,702	4,746	346	1,986	1	623
Drugs (full line)	2	5,542	5,542	5,214	2	42	227	57
Drugs and drug sundries (specialty lines)	5							
Dry goods (full line)	2	632	261	236	--	25	--	--
Dry goods (specialty lines)	7							
Electrical goods	21	5,034	4,821	2,635	166	1,824	196	--
Farm products - raw materials	6	10,974	4,789	472	--	4,157	160	--
Farm products - consumer goods	71	20,610	20,331	16,355	599	1,790	1,587	--
Farm supplies	10	8,889	5,662	5,581	33	48	--	--
Furniture and house furnishings	15	884	875	829	14	10	--	22
General merchandise	1	x	x	x	--	--	--	--
Groceries (full line)	12	6,750	6,750	6,447	57	159	87	--
Groceries and foods (specialty lines)	66	7,608	5,709	3,433	99	1,480	697	--
Hardware	6	5,976	5,762	925	576	3,376	885	--
Jewelry and optical goods	20	1,101	999	990	9	--	--	--
Lumber and construction materials	29	3,902	3,508	1,723	54	1,327	357	47
Machinery, equipment and supplies	59	4,578	3,448	728	38	2,575	100	7
Metals and metal work (except scrap)	6	1,567	972	21	16	935	--	--
Paper and its products	25	4,559	3,713	1,598	236	1,853	26	--
Petroleum and its products	1	x	x	x	--	x	x	x
Plumbing and heating eqpt. and spls.	14	1,827	1,378	540	7	678	153	--
Tobacco and its products (except leaf)	23	7,736	7,736	7,437	13	159	127	--
Waste materials	42	4,342	3,687	234	87	2,921	445	--
All other	26	x	x	x	--	x	x	x
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	114	92,007	75,963	42,698	99	26,287	6,879	--
Amusement and sporting goods	4	1,264	996	444	--	552	--	--
Automotive	16	36,357	32,990	31,757	9	1,198	26	--
Beer, wines and liquors	1	x	x	--	--	x	--	--
Chemicals and paints	4	898	343	51	6	196	90	--
Drugs and drug sundries (specialty lines)	4	468	51	40	--	--	11	--
Electrical goods	7	7,343	7,158	1,657	43	4,780	678	--
Farm products - consumer goods	1	x	x	--	--	--	x	--
Farm supplies	1	x	--	--	--	--	--	--
Furniture and house furnishings	5	1,181	1,181	1,124	2	42	13	--
Groceries and foods (specialty lines)	17	14,239	9,603	6,686	17	1,291	1,609	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	5	1,262	925	362	22	541	--	--
Machinery, equipment and supplies	29	5,499	2,255	402	--	1,584	269	--
Metals and metal work (except scrap)	7	2,856	1,661	--	--	1,661	--	--
Paper and its products	2	x	x	x	--	x	x	--
Petroleum and its products	1	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	6	1,799	987	165	--	136	686	--
All other	3	x	x	x	--	x	x	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

BUFFALO, NEW YORK (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	72	$32,835	$25,648	$5,501	$17	$16,358	$3,337	$435
Amusement and sporting goods	4	2,425	1,715	--	--	1,715	--	--
Chemicals and paints.	6	3,556	3,556	--	6	3,550	--	--
Clothing and furnishings	2	x	x	x	--	--	--	--
Coal and coke	1	x	x	x	--	x	--	x
Electrical goods	5	760	525	154	--	371	--	--
Furniture and house furnishings	1	x	x	x	--	--	x	x
Groceries and foods (specialty lines)	4	1,574	440	182	--	--	258	--
Lumber and construction materials	4	3,527	2,819	2,675	--	144	--	--
Machinery, equipment and supplies	20	3,739	2,148	63	--	2,063	17	5
Metals and metal work (except scrap)	13	9,930	7,397	71	6	6,990	330	--
Paper and its products	1	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	7	380	284	4	5	254	21	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	3	x	x	x	--	x	x	--
BULK TANK STATIONS								
Petroleum and its products	19	10,910	8,147	5,377	1,870	688	212	--
AGENTS AND BROKERS	118	69,721	44,517	13,661	3	18,861	9,534	2,458
Automotive	2	x	x	x	--	--	--	--
Chemicals and paints	3	297	297	1	--	296	--	--
Clothing and furnishings	1	x	x	x	--	--	--	--
Coal and coke	11	9,024	8,631	4,965	3	807	398	2,458
Drugs and drug sundries (specialty lines)	1	x	--	--	--	--	--	--
Dry goods (specialty lines)	1	x	x	--	--	x	x	--
Electrical goods	3	x	x	--	--	x	x	--
Farm products - raw materials	24	37,754	17,361	979	--	14,760	1,622	--
Farm products - consumer goods	23	7,392	7,392	4,878	--	--	2,514	--
Farm supplies	3	3,339	3,339	1,487	--	1,840	12	--
Furniture and house furnishings	1	x	x	x	--	--	--	--
Groceries and foods (specialty lines)	20	8,487	5,924	1,095	--	52	4,777	--
Lumber and construction materials	2	x	--	--	--	--	--	--
Machinery, equipment and supplies	15	909	453	3	--	322	128	--
Metals and metal work (except scrap)	2	x	x	--	--	--	x	--
Plumbing and heating eqpt. and spls.	3	104	68	38	--	30	--	--
Waste materials	2	x	x	--	--	x	--	--
All other	1	x	x	--	--	x	--	--
ASSEMBLERS	5	15,691	13,928	2,329	--	11,463	136	--

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,999	$1,092,008	$981,106	$562,393	$13,218	$251,981	$151,818	$1,696
Amusement and sporting goods	49	5,595	4,756	2,935	6	1,705	110	--
Automotive	247	44,112	38,937	30,298	3,633	2,013	2,667	326
Beer, wines and liquors	199	44,230	40,957	29,559	938	1,560	8,900	--
Chemicals and paints	87	12,751	6,619	1,662	178	4,203	571	5
Clothing and furnishings	260	35,146	34,462	31,583	198	793	1,868	20
Coal and coke	47	33,672	31,889	7,067	526	23,003	1,293	--
Drugs (full line)	10	19,515	17,697	17,248	14	397	38	--
Drugs and drug sundries (specialty lines)	96	13,334	12,271	8,726	235	292	2,938	80
Dry goods (full line)	3	71,996	35,003	25,846	589	6,959	1,607	2
Dry goods (specialty lines)	149							
Electrical goods	138	34,937	32,486	18,428	1,253	10,135	2,592	78
Farm products - raw materials	53	66,743	60,247	1,945	--	36,622	21,511	169
Farm products - consumer goods	433	159,081	155,041	104,693	2,560	8,268	39,491	29
Farm supplies	23	8,773	7,982	6,378	144	176	1,274	10
Furniture and house furnishings	152	17,795	16,334	14,312	215	1,441	366	--
General merchandise	14	19,571	19,571	18,378	145	1,041	--	7
Groceries (full line)	44	73,111	70,468	54,998	166	11,269	4,035	--
Groceries and foods (specialty lines)	527	122,770	116,378	63,981	1,483	21,329	29,540	45
Hardware	51	18,193	17,590	15,266	52	1,883	283	106
Jewelry and optical goods	107	19,139	18,329	15,377	15	1,484	1,427	26
Lumber and construction materials	148	33,565	30,254	11,471	76	17,108	1,593	6
Machinery, equipment and supplies	377	61,586	51,703	13,020	219	34,722	3,542	200
Metals and metal work (except scrap)	46	14,148	11,693	1,231	78	10,177	207	--
Paper and its products	155	39,197	31,949	14,163	81	10,591	7,114	--
Petroleum and its products	25	3,468	3,223	2,323	--	461	422	17
Plumbing and heating eqpt. and spls.	88	12,215	10,865	3,614	310	5,028	1,891	22
Tobacco and its products (except leaf)	65	35,856	35,757	35,213	39	28	477	--
Waste materials	190	34,409	33,254	867	1	27,174	5,212	--
All other	216	37,100	35,391	11,811	64	12,119	10,849	548
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	696	657,260	553,562	238,328	1,323	189,729	121,883	2,299
Amusement and sporting goods	18	x	7,328	4,051	153	1,663	1,373	88
Automotive	35	62,492	56,656	51,488	24	3,503	1,641	--
Beer, wines and liquors	19	39,293	36,769	3,182	249	1,942	31,291	105
Chemicals and paints	55	x	50,246	5,597	38	39,383	5,015	213
Clothing and furnishings	36	x	20,793	20,085	4	--	704	--
Drugs and drug sundries (specialty lines)	21	x	10,453	6,779	--	545	3,129	--
Dry goods (specialty lines)	22	8,785	5,238	1,222	--	3,830	184	2
Electrical goods	43	x	43,216	5,165	43	32,402	5,544	62
Farm products - consumer goods	5	4,492	4,492	3,326	6	112	1,048	--
Furniture and house furnishings	18	x	9,374	7,536	37	1,041	760	--
Groceries and foods (specialty lines)	96	190,348	163,118	101,503	162	17,422	43,769	262
Hardware	9	2,766	624	402	--	42	56	124
Jewelry and optical goods	16	8,620	6,829	5,165	--	378	1,286	--
Lumber and construction materials	19	21,432	19,779	4,577	290	3,457	11,453	2
Machinery, equipment and supplies	164	70,652	48,337	7,412	157	33,582	5,889	1,297
Metals and metal work (except scrap)	27	x	20,300	777	3	18,323	1,196	1
Paper and its products	24	x	18,630	2,144	122	13,611	2,753	--
Petroleum and its products	2	x	x	x	x	x	x	x
Plumbing and heating eqpt. and spls.	28	9,435	9,147	2,726	24	3,546	2,850	1
Tobacco and its products (except leaf)	4	x	1,547	1,031	--	34	482	--
All other	35	23,989	x	x	x	x	x	x

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	398	$481,902	$374,087	$55,676	$155	$251,235	$66,348	$673
Amusement and sporting goods	4	5,093	3,263	--	--	3,263	--	--
Automotive	4	1,399	832	254	--	212	366	--
Beer, wines and liquors	3	x	x	--	--	x	x	--
Chemicals and paints	22	x	13,567	601	--	8,047	4,919	--
Clothing and furnishings	17	4,475	4,022	2,735	5	186	1,096	--
Drugs and drug sundries (specialty lines)	5	506	506	266	--	7	233	--
Dry goods (specialty lines)	20	10,009	3,866	2,727	--	989	150	--
Electrical goods	17	x	3,302	566	--	2,582	154	--
Farm products - consumer goods	1	x	x	x	--	--	--	--
Farm supplies	1	x	x	--	--	--	x	--
Furniture and house furnishings	22	15,808	13,290	2,275	--	2,689	7,965	361
Groceries and foods (specialty lines)	11	35,523	35,342	21,477	21	4,416	9,428	--
Hardware	6	3,136	1,357	1,006	--	351	--	--
Jewelry and optical goods	11	929	571	106	--	240	225	--
Lumber and construction materials	28	32,994	16,234	7,347	--	4,580	4,100	207
Machinery, equipment and supplies	110	91,080	55,770	1,690	5	53,041	929	105
Metals and metal work (except scrap)	39	x	172,768	2,500	43	155,986	14,239	--
Paper and its products	25	18,803	7,982	883	--	2,521	4,578	--
Petroleum and its products	2	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	15	2,130	1,765	94	14	724	933	--
Tobacco and its products (except leaf)	3	x	x	x	--	--	x	--
All other	32	16,647	13,602	2,346	67	10,297	892	--
BULK TANK STATIONS								
Petroleum and its products	76	72,631	25,488	11,643	526	4,129	9,190	--
AGENTS AND BROKERS	1,273	914,446	777,070	142,794	1,336	292,342	333,895	6,703
Amusement and sporting goods	21	x	657	143	--	255	52	207
Automotive	24	5,464	5,410	1,525	--	465	787	2,633
Beer, wines and liquors	6	862	462	--	--	249	213	--
Chemicals and paints	28	4,145	3,629	15	800	2,666	148	--
Clothing and furnishings	99	16,525	15,428	12,762	--	569	2,022	75
Coal and coke	31	31,681	31,681	21,173	275	8,604	1,435	194
Drugs and drug sundries (specialty lines)	16	2,640	1,838	927	--	31	880	--
Dry goods (full line)	1	x	x	x	--	--	x	--
Dry goods (specialty lines)	91	55,238	40,909	19,852	180	15,570	5,054	253
Electrical goods	57	x	5,873	1,206	--	2,413	2,216	38
Farm products - raw materials	104	321,016	269,309	114	--	163,542	105,585	68
Farm products - consumer goods	126	125,353	123,237	54,359	10	6,928	61,275	665
Farm supplies	13	x	6,604	120	--	6,030	370	84
Furniture and house furnishings	50	9,933	9,482	6,930	9	452	2,091	--
General merchandise	4	2,006	123	--	--	--	--	123
Groceries (full line)	1	193,128	162,995	11,489	--	20,340	130,823	343
Groceries and foods (specialty lines)	106							
Hardware	25	2,145	809	272	3	277	256	1
Jewelry and optical goods	12	1,530	1,294	1,146	5	--	143	--
Lumber and construction materials	52	x	6,757	2,711	4	3,860	182	--
Machinery, equipment and supplies	220	24,655	20,576	1,448	24	16,481	1,247	1,376
Metals and metal work (except scrap)	25	x	14,670	2,668	--	11,630	206	166
Paper and its products	28	7,059	7,048	720	11	3,163	3,154	--
Petroleum and its products	10	7,901	5,894	3	--	2,276	3,149	466
Plumbing and heating eqpt. and spls.	27	x	1,415	300	15	1,048	52	--
Tobacco and its products (except leaf)	2	x	x	x	--	--	x	--
Waste materials	13	x	6,856	--	--	6,856	--	--
All other	81	50,759	33,512	2,377	--	18,637	12,487	11
ASSEMBLERS	20	51,482	40,812	3,176	690	35,459	1,487	--
Farm products - raw materials	6	37,899	36,066	20	690	35,347	9	--
Farm products - consumer goods	10	13,190	4,353	3,031	--	83	1,239	--
Groceries and foods (specialty lines)	3	x	x	x	--	x	x	--
All other	1	x	x	x	--	x	x	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CLEVELAND, OHIO

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	(add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,301	$261,940	$233,864	$146,838	$5,188	$59,584	$21,129	$1,125
Amusement and sporting goods	18	1,475	1,370	284	41	856	188	1
Automotive	85	20,023	18,372	14,105	2,384	1,185	696	2
Beer, wines and liquors	17	2,292	2,211	2,172	39	--	--	--
Chemicals and paints	46	6,234	5,900	1,167	63	3,492	1,176	2
Clothing and furnishings	73	12,515	10,288	10,070	16	125	77	--
Coal and coke	23	7,829	5,129	1,773	5	2,106	188	1,057
Drugs (full line)	3	4,110	4,110	3,994	--	116	--	--
Drugs and drug sundries (specialty lines)	19	1,029	344	229	--	85	30	--
Dry goods (full line)	4	2,778	542	427	3	112	--	--
Dry goods (specialty lines)	27	1,715	1,323	824	1	423	75	--
Electrical goods	43	10,856	9,953	6,295	583	2,428	635	12
Farm products - raw materials	8	908	836	132	--	704	--	--
Farm products - consumer goods	160	26,993	25,956	20,256	625	190	4,885	--
Farm supplies	3	1,183	114	95	1	9	9	--
Furniture and house furnishings	33	3,867	3,782	3,695	9	66	3	9
General merchandise	1	x	x	x	x	x	x	x
Groceries (full line)	26	16,067	15,991	15,185	65	666	75	--
Groceries and foods (specialty lines)	189	30,121	29,231	23,147	241	2,099	3,744	--
Hardware	15	14,999	14,959	9,776	11	5,169	3	--
Jewelry and optical goods	24	1,922	1,802	1,728	33	41	--	--
Lumber and construction materials	52	9,463	8,904	3,903	563	3,972	446	20
Machinery, equipment and supplies	150	17,554	15,875	3,763	217	11,229	650	16
Metals and metal work (except scrap)	26	15,814	10,852	100	--	6,260	4,492	--
Paper and its products	39	9,350	7,848	1,542	106	4,181	2,019	--
Petroleum and its products	20	7,763	6,766	4,649	2	2,109	6	--
Plumbing and heating eqpt. and spls.	37	4,024	1,987	1,505	18	406	58	--
Tobacco and its products (except leaf)	22	13,921	13,564	12,981	159	112	312	--
Waste materials	87	12,141	11,096	69	--	9,751	1,276	--
All other	51	x	x	x	x	x	x	x
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	229	165,527	136,999	68,204	108	58,250	9,887	550
Amusement and sporting goods	6	1,951	1,279	619	9	651	--	--
Automotive	22	49,712	40,464	39,072	--	1,333	51	8
Beer, wines and liquors	3	x	x	x	x	x	x	--
Chemicals and paints	15	11,683	11,683	2,557	43	8,540	543	--
Clothing and furnishings	3	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	6	657	657	531	--	105	21	--
Dry goods (specialty lines)	4	872	303	189	--	114	--	--
Electrical goods	13	14,183	13,035	1,896	19	9,511	1,609	--
Farm products - consumer goods	5	2,119	2,119	916	--	--	1,203	--
Furniture and house furnishings	9	1,856	1,758	1,542	3	152	61	--
Groceries and foods (specialty lines)	24	27,681	19,783	14,068	23	3,800	1,892	--
Hardware	2	x	x	--	--	--	x	--
Jewelry and optical goods	2	x	--	--	--	--	--	--
Lumber and construction materials	15	8,838	4,229	2,078	--	1,862	172	117
Machinery, equipment and supplies	62	21,986	18,597	701	--	16,851	620	425
Metals and metal work (except scrap)	14	15,218	14,566	180	--	13,480	906	--
Paper and its products	4	1,370	1,359	924	5	77	353	--
Petroleum and its products	3	x	x	x	x	x	--	--
Plumbing and heating eqpt. and spls.	6	3,212	3,212	867	--	632	1,713	--
Tobacco and its products (except leaf)	3	x	x	x	--	--	--	--
All other	8	1,576	1,576	834	--	683	59	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CLEVELAND, OHIO Continued

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	(add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	168	$104,886	$92,040	$7,480	$22	$74,706	$9,572	$260
Amusement and sporting goods	4	2,589	1,981	--	--	1,981	--	--
Automotive	3	x	x	x	--	x	x	x
Beer, wines and liquors	1	x	x	--	--	x	--	--
Chemicals and paints	7	5,721	3,243	130	--	3,113	--	--
Clothing and furnishings	6	x	1,053	1,053	--	--	--	--
Coal and coke	1	x	x	--	--	x	x	--
Drugs and drug sundries (specialty lines)	1	x	x	--	--	x	--	--
Dry goods (specialty lines)	4	x	1,533	1,074	--	409	50	--
Electrical goods	14	4,622	4,543	932	--	3,363	248	--
Furniture and house furnishings	2	x	x	x	--	x	x	--
Groceries and foods (specialty lines)	3	x	x	x	--	x	x	x
Hardware	2	x	x	--	--	x	x	--
Lumber and construction materials	11	2,493	1,862	907	--	737	218	--
Machinery, equipment and supplies	58	12,452	10,577	1,143	--	9,227	207	--
Metals and metal work (except scrap)	29	60,326	55,140	--	7	53,797	1,336	--
Paper and its products	5	1,817	944	52	--	--	892	--
Plumbing and heating eqpt. and spls.	6	220	203	12	13	138	42	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	10	1,555	1,207	81	4	1,119	3	--
BULK TANK STATIONS								
Petroleum and its products	40	26,650	16,757	9,062	822	2,489	4,384	--
AGENTS AND BROKERS	372	115,333	99,904	32,257	137	37,515	29,239	756
Amusement and sporting goods	1	x	x	x	--	--	--	x
Automotive	7	313	312	37	4	--	71	200
Beer, wines and liquors	6	3,198	1,959	890	--	1,069	--	--
Chemicals and paints	20	3,661	3,372	739	73	2,319	161	80
Clothing and furnishings	9	541	440	275	--	165	--	--
Coal and coke	28	26,239	24,570	9,141	--	14,821	293	315
Dry goods (specialty lines)	6	1,114	890	--	--	390	500	--
Electrical goods	26	1,591	1,021	102	--	544	375	--
Farm products - raw materials	8	8,328	6,883	2,524	--	--	4,359	--
Farm products - consumer goods	28	17,230	16,911	10,987	--	3	5,921	--
Farm supplies	1	x	x	x	--	x	--	--
Furniture and house furnishings	10	1,695	1,617	832	4	779	2	--
General merchandise	1	x	x	--	--	x	--	x
Groceries and foods (specialty lines)	29	27,464	22,465	5,416	--	965	16,084	--
Hardware	7	304	268	69	--	155	43	1
Lumber and construction materials	25	1,716	1,482	184	7	1,289	2	--
Machinery, equipment and supplies	98	5,780	5,014	150	10	4,108	681	65
Metals and metal work (except scrap)	25	10,601	7,877	281	39	7,499	58	--
Paper and its products	4	124	113	--	--	17	96	--
Petroleum and its products	1	x	x	--	--	x	--	--
Plumbing and heating eqpt. and spls.	13	1,080	587	36	--	269	237	45
Waste materials	5	1,522	1,522	--	--	1,166	356	--
All other	14	2,600	2,484	591	--	1,893	--	--
ASSEMBLERS	13	6,906	2,549	1,997	2	313	237	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

DETROIT, MICHIGAN

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,493	$319,171	$293,639	$186,542	$7,517	$85,086	$13,168	$1,326
Amusement and sporting goods	22	x	1,371	429	24	865	53	--
Automotive	118	43,293	41,904	34,527	2,771	2,545	1,821	240
Beer, wines and liquors	26	8,709	8,709	8,594	--	12	--	103
Chemicals and paints	28	6,773	4,760	1,137	197	3,308	87	31
Clothing and furnishings	53	6,668	6,668	6,607	25	36	--	--
Coal and coke	19	4,910	3,621	863	567	2,191	--	--
Drugs (full line)	5							
Drugs and drug sundries (specialty lines)	30	6,204	6,193	5,701	1	248	241	2
Dry goods (full line)	3	} 8,882	8,863	5,473	38	3,351	1	--
Dry goods (specialty lines)	23							
Electrical goods	45	16,299	15,407	7,964	187	7,134	122	--
Farm products - raw materials	11	3,762	3,762	496	--	3,169	45	52
Farm products - consumer goods	190	42,012	40,206	30,651	2,378	2,235	4,794	148
Farm supplies	10	3,409	3,409	3,195	40	164	10	--
Furniture and house furnishings	40	4,007	3,914	3,439	281	188	6	--
General merchandise	2	x	x	x	x	x	x	x
Groceries (full line)	34	16,601	16,345	14,128	7	1,432	778	--
Groceries and foods (specialty lines)	216	27,894	24,908	19,150	390	4,463	905	--
Hardware	19	7,591	1,680	537	--	1,042	101	--
Jewelry and optical goods	34	2,136	1,962	1,873	30	39	20	--
Lumber and construction materials	45	8,428	7,082	3,881	38	3,080	83	--
Machinery, equipment and supplies	160	21,301	18,043	3,855	137	13,379	671	1
Metals and metal work (except scrap)	37	15,499	15,499	1,258	24	13,123	1,093	1
Paper and its products	53	13,519	12,132	4,308	26	7,251	545	2
Petroleum and its products	11	929	594	445	1	148	--	--
Plumbing and heating eqpt. and spls.	38	6,897	6,289	2,937	186	2,865	301	--
Tobacco and its products (except leaf)	58	22,633	22,545	21,888	143	234	280	--
Waste materials	99	14,046	13,125	127	4	11,183	1,065	746
All other	64	5,025	x	x	x	x	x	x
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	236	183,423	132,663	68,463	571	51,818	11,798	13
Amusement and sporting goods	7	2,977	2,215	1,383	22	800	--	10
Automotive	24	40,079	33,598	27,623	9	5,173	793	--
Beer, wines and liquors	4	2,486	1,848	161	--	1,627	60	--
Chemicals and paints	17	5,704	5,584	1,868	59	2,771	886	--
Clothing and furnishings	3	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	7	2,400	2,281	2,264	--	--	17	--
Dry goods (specialty lines)	2	x	x	x	x	x	x	--
Electrical goods	19	24,506	21,167	2,332	323	16,787	1,725	--
Farm products - consumer goods	4	2,124	2,124	692	--	--	1,432	--
Farm supplies	1	x	--	--	--	--	--	--
Furniture and house furnishings	8	x	2,299	2,167	--	122	10	--
Groceries and foods (specialty lines)	31	46,775	32,872	25,940	131	2,090	4,711	--
Hardware	4	361	149	100	--	10	39	--
Jewelry and optical goods	2	x	x	x	--	--	--	--
Lumber and construction materials	7	17,295	650	--	--	650	--	--
Machinery, equipment and supplies	64	23,397	20,727	2,170	7	17,071	1,476	3
Metals and metal work (except scrap)	9	x	3,423	--	--	3,423	--	--
Paper and its products	5	1,185	1,185	437	4	579	165	--
Petroleum and its products	2	x	x	x	x	x	--	--
Plumbing and heating eqpt. and spls.	8	x	678	85	--	206	387	--
Tobacco and its products (except leaf)	3	x	x	x	--	--	x	--
All other	5	415	375	10	--	300	65	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

DETROIT, MICHIGAN (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	157	$248,067	$215,018	$37,762	$27	$162,023	$14,194	$1,012
Amusement and sporting goods	5	3,271	2,242	--	--	2,242	--	--
Automotive	6	5,431	5,058	17	--	5,041	--	--
Beer, wines and liquors	2	x	x	x	--	x	--	--
Chemicals and paints	9	15,322	15,322	24	--	15,278	20	--
Clothing and furnishings	2	x	x	x	--	--	--	--
Coal and coke	1	x	x	x	--	x	--	x
Drugs and drug sundries (specialty lines)	1	x	x	--	--	x	--	--
Dry goods (specialty lines)	1	x	x	x	x	--	--	--
Electrical goods	12	8,255	7,886	--	--	7,056	829	1
Furniture and house furnishings	3	x	x	x	--	x	x	x
Groceries and foods (specialty lines)	5	2,769	1,719	1,056	--	105	558	--
Hardware	2	x	x	x	--	x	--	--
Lumber and construction materials	8	32,503	32,503	30,975	--	786	742	--
Machinery, equipment and supplies	53	26,009	16,838	43	--	16,767	26	2
Metals and metal work (except scrap)	30	x	112,983	328	20	109,039	3,596	--
Paper and its products	3	x	x	x	x	x	x	--
Plumbing and heating eqpt. and spls.	5	x	746	--	4	331	411	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	8	912	585	131	--	454	--	--
BULK TANK STATIONS								
Petroleum and its products	38	44,501	24,608	13,658	1,640	4,952	4,345	13
AGENTS AND BROKERS	371	151,488	140,636	50,203	3	55,301	34,733	396
Amusement and sporting goods	5	x	31	28	--	--	3	--
Automotive	39	14,715	14,095	180	--	13,823	92	--
Beer, wines and liquors	2	x	x	--	--	x	--	--
Chemicals and paints	8	655	624	170	--	323	131	--
Clothing and furnishings	9	x	450	450	--	--	--	--
Coal and coke	15	17,227	15,626	11,070	--	3,838	627	91
Drugs and drug sundries (specialty lines)	1	x	x	x	--	--	--	--
Dry goods (specialty lines)	3	875	875	310	--	332	233	--
Electrical goods	13	x	1,757	254	--	1,064	439	--
Farm products - raw materials	6	14,575	9,361	8,391	--	970	--	--
Farm products - consumer goods	21	19,072	18,619	15,900	--	--	2,537	182
Furniture and house furnishings	4	x	883	144	--	739	--	--
Groceries (full line)	1	40,735	40,735	11,864	--	427	28,444	--
Groceries and foods (specialty lines)	37							
Hardware	8	x	2,127	146	--	432	1,544	5
Lumber and construction materials	15	1,018	1,018	153	--	808	57	--
Machinery, equipment and supplies	132	20,454	18,680	472	1	17,975	114	118
Metals and metal work (except scrap)	23	11,459	11,359	--	--	11,325	34	--
Paper and its products	5	879	879	15	--	449	415	--
Petroleum and its products	1	x	x	x	--	--	--	--
Plumbing and heating eqpt. and spls.	8	640	610	84	--	463	63	--
Waste materials	2	x	x	--	--	x	--	--
All other	13	1,255	1,090	498	2	590	--	--
ASSEMBLERS	38	4,084	1,798	1,166	1	163	468	--
Farm products - raw materials	3	279	279	154	--	125	--	--
Farm products - consumer goods	23	3,769	1,483	976	1	38	468	--
All other	12	36	36	36	--	--	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

LOS ANGELES, CALIFORNIA

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,578	$464,665	$433,086	$280,020	$11,325	$87,294	$40,183	$14,264
Amusement and sporting goods	70	13,113	12,338	2,909	91	9,319	19	--
Automotive	199	38,774	31,881	22,252	5,424	1,537	2,648	20
Beer, wines and liquors	120	23,587	22,901	15,722	1,336	1,549	4,292	2
Chemicals and paints	53	6,142	5,907	1,217	265	4,138	283	4
Clothing and furnishings	144	16,858	16,562	15,684	40	450	353	35
Coal and coke	3	294	150	94	28	28	--	--
Drugs (full line)	5	17,898	17,898	16,597	112	929	233	27
Drugs and drug sundries (specialty lines)	67	4,793	4,540	2,716	15	96	1,661	52
Dry goods (full line)	5	416	416	415	--	1	--	--
Dry goods (specialty lines)	88	15,401	12,999	8,217	51	4,138	593	--
Electrical goods	94	22,526	21,451	14,412	621	5,354	1,003	61
Farm products - raw materials	26	17,587	17,495	276	20	2,963	1,783	12,453
Farm products - consumer goods	418	59,082	58,488	42,384	1,183	3,333	11,588	--
Farm supplies	19	6,770	6,652	4,055	105	382	2,102	8
Furniture and house furnishings	98	8,818	8,401	7,350	66	781	178	26
General merchandise	11	4,167	4,167	3,497	265	341	63	1
Groceries (full line)	56	43,057	43,057	41,128	96	1,263	570	--
Groceries and foods (specialty lines)	294	41,201	37,078	25,659	471	6,627	3,843	478
Hardware	24	13,177	13,051	9,525	54	3,314	158	--
Jewelry and optical goods	71	8,486	7,158	5,923	326	242	667	--
Lumber and construction materials	68	14,747	12,306	4,613	269	6,292	1,132	--
Machinery, equipment and supplies	252	37,485	33,859	6,531	296	24,752	2,252	28
Metals and metal work (except scrap)	32	5,742	3,823	1,391	16	1,836	557	23
Paper and its products	52	8,835	7,827	5,214	56	2,184	373	--
Petroleum and its products	15	3,875	3,822	2,743	3	6	317	753
Plumbing and heating eqpt. and spls.	39	4,607	4,135	2,626	7	1,021	481	--
Tobacco and its products (except leaf)	27	11,452	11,278	11,077	73	--	128	--
Waste materials	47	5,824	4,808	832	7	2,423	1,291	255
All other	181	9,951	8,638	4,961	29	1,995	1,615	38
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	371	181,458	152,153	86,375	238	36,869	28,253	418
Amusement and sporting goods	10	3,642	2,343	1,259	42	948	94	--
Automotive	29	42,809	33,463	29,302	12	2,345	1,804	--
Beer, wines and liquors	20	12,844	10,527	1,917	2	362	8,246	--
Chemicals and paints	19	5,096	4,635	1,543	85	2,712	295	--
Clothing and furnishings	14	x	1,989	1,951	--	37	--	1
Druge and drug sundries (specialty lines)	10	x	1,110	783	33	97	197	--
Dry goods (specialty lines)	17	3,022	2,940	659	--	2,263	18	--
Electrical goods	19	8,494	7,888	1,871	30	4,575	1,412	--
Farm products - consumer goods	2	x	x	x	x	x	x	x
Furniture and house furnishings	10	x	2,486	2,321	--	154	11	--
Groceries and foods (specialty lines)	38	54,720	48,942	33,511	24	3,978	11,125	304
Hardware	5	408	294	168	--	22	104	--
Jewelry and optical goods	4	692	226	226	--	--	--	--
Lumber and construction materials	13	3,699	2,617	2,218	--	264	127	8
Machinery, equipment and supplies	99	16,002	11,813	1,366	7	9,404	991	45
Metals and metal work (except scrap)	16	6,967	5,715	52	1	3,619	2,043	--
Paper and its products	13	7,204	7,117	3,870	--	2,163	1,052	32
Petroleum and its products	2	x	x	x	x	x	x	x
Plumbing and heating eqpt. and spls.	12	4,506	4,506	1,184	--	2,794	528	--
Tobacco and its products (except leaf)	1	x	--	--	--	--	--	--
All other	18	1,694	1,663	860	--	779	24	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

LOS ANGELES, CALIFORNIA (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	109	$48,153	$34,123	$5,887	$49	$16,983	$11,202	$2
Amusement and sporting goods	4	3,711	2,639	--	--	2,639	--	--
Automotive	1	x	--	--	--	--	--	--
Beer, wines and liquors	2	x	x	--	--	x	x	--
Chemicals and paints	6	x	1,869	1,867	--	--	--	2
Clothing and furnishings	4	x	315	315	--	--	--	--
Drugs and drug sundries (specialty lines)	2	x	x	x	x	x	x	--
Dry goods (specialty lines)	8	766	701	641	--	60	--	--
Electrical goods	7	1,810	1,553	120	--	950	483	--
Furniture and house furnishings	5	1,058	1,052	136	--	112	804	--
Groceries and foods (specialty lines)	4	1,156	1,128	--	--	--	1,128	--
Hardware	2	x	x	--	--	x	x	--
Jewelry and optical goods	5	x	101	84	--	--	17	--
Lumber and construction materials	9	5,832	2,830	1,945	--	468	417	--
Machinery, equipment and supplies	20	8,810	8,021	--	--	7,964	57	--
Metals and metal work (except scrap)	8	x	2,508	--	--	2,301	207	--
Paper and its products	9	x	3,440	309	32	1,547	1,552	--
Plumbing and heating eqpt. and spls.	2	x	x	x	x	x	--	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	10	1,046	654	279	--	362	13	--
BULK TANK STATIONS								
Petroleum and its products	64	47,633	25,317	14,980	199	2,094	7,584	460
AGENTS AND BROKERS	753	158,925	138,362	37,780	449	25,593	74,338	202
Amusement and sporting goods	19	2,054	1,863	449	1	1,390	23	--
Automotive	34	2,628	2,560	1,662	174	278	446	--
Beer, wines and liquors	9	1,334	1,334	879	--	--	455	--
Chemicals and paints	25	2,831	2,785	57	--	2,282	417	29
Clothing and furnishings	87	10,297	10,265	8,094	--	56	2,111	4
Coal and coke	2	x	x	x	x	x	x	x
Drugs and drug sundries (specialty lines)	17	x	1,002	689	--	27	274	12
Dry goods (full line)	1	10,521	10,491	3,007	36	5,505	1,943	--
Dry goods (specialty lines)	95							
Electrical goods	49	2,699	2,159	403	4	874	878	--
Farm products - raw materials	13	2,771	1,851	3	--	752	1,116	--
Farm products - consumer goods	63	39,414	31,888	7,236	27	30	24,595	--
Farm supplies	6	6,249	5,974	5,587	--	103	269	15
Furniture and house furnishings	46	x	5,646	3,917	159	637	933	--
General merchandise	5	x	737	220	--	189	328	--
Groceries (full line)	1	43,616	41,382	1,349	--	2,288	37,663	82
Groceries and foods (specialty lines)	62							
Hardware	25	x	1,518	566	--	153	799	--
Jewelry and optical goods	14	474	439	344	--	7	88	--
Lumber and construction materials	15	1,454	551	291	--	164	96	--
Machinery, equipment and supplies	97	7,463	4,121	530	17	3,320	238	16
Metals and metal work (except scrap)	11	928	928	169	8	188	563	--
Paper and its products	12	739	739	117	--	5	617	--
Petroleum and its products	7	x	1,536	1,114	--	422	--	--
Plumbing and heating eqpt. and spls.	15	1,466	1,466	685	9	369	402	1
All other	23	x	x	x	x	x	x	x
ASSEMBLERS	100	38,627	28,495	6,656	5	10,129	11,412	293
Farm products - raw materials	2	x	x	x	--	--	x	--
Farm products - consumer goods	49	29,230	20,090	6,118	--	9,991	3,688	293
Farm supplies	3	320	87	30	5	52	--	--
Groceries and foods (specialty lines)	5	8,115	8,115	317	--	86	7,712	--
All other	41	x	x	x	--	--	x	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MILWAUKEE, WISCONSIN

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	809	$147,029	$130,732	$83,661	$2,228	$37,066	$7,701	$76
Amusement and sporting goods	18	1,396	1,185	559	46	580	--	--
Automotive	40	4,286	3,992	2,169	206	1,198	419	--
Beer, wines and liquors	52	9,720	7,900	6,273	121	171	1,335	--
Chemicals and paints	22	1,621	1,272	505	33	621	113	--
Clothing and furnishings	39	3,588	3,337	3,251	10	69	7	--
Coal and coke	14	16,548	11,839	3,772	1,008	6,729	330	--
Drugs (full line)	4	4,084	3,532	3,374	36	40	82	--
Drugs and drug sundries (specialty lines)	11	730	724	365	10	345	4	--
Dry goods (specialty lines)	8	x	820	816	--	4	--	--
Electrical goods	31	7,961	7,136	5,246	9	1,863	18	--
Farm products - raw materials	11	7,272	5,344	132	--	4,589	623	--
Farm products - consumer goods	73	15,337	15,337	13,998	56	204	1,074	5
Farm supplies	8	2,180	2,076	854	62	1,011	80	69
Furniture and house furnishings	14	x	1,570	1,444	1	77	48	--
General merchandise	1	x	x	x	x	x	x	--
Groceries (full line)	13	15,005	15,005	13,661	164	1,160	20	--
Groceries and foods (specialty lines)	113	10,051	9,211	5,701	190	2,794	526	--
Hardware	13	5,488	5,488	4,069	24	1,368	27	--
Jewelry and optical goods	10	633	633	629	--	--	4	--
Lumber and construction materials	17	2,005	1,755	271	58	1,238	188	--
Machinery, equipment and supplies	106	12,831	9,202	3,475	63	5,313	349	2
Metals and metal work (except scrap)	6	1,110	1,110	493	2	590	25	--
Paper and its products	20	2,533	2,533	851	--	1,672	10	--
Petroleum and its products	7	368	368	249	--	119	--	--
Plumbing and heating eqpt. and spls.	25	4,891	4,725	2,309	90	1,764	562	--
Tobacco and its products (except leaf)	26	8,333	8,333	7,629	--	--	704	--
Waste materials	65	4,132	3,993	189	2	2,683	1,119	--
All other	42	2,434	x	x	x	x	x	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	113	61,653	40,552	27,203	263	10,374	2,383	329
Amusement and sporting goods	6	1,072	774	384	12	378	--	--
Automotive	14	17,610	6,452	5,920	--	532	--	--
Beer, wines and liquors	4	710	670	70	--	100	500	--
Chemicals and paints	5	1,796	1,796	360	9	1,138	289	--
Clothing and furnishings	1	x	x	x	x	--	--	x
Dry goods (specialty lines)	1	x	x	--	--	x	--	--
Electrical goods	8	x	3,211	106	24	2,850	231	--
Farm products - consumer goods	2	x	x	x	--	--	--	--
Furniture and house furnishings	2	x	x	x	--	--	--	--
Groceries and foods (specialty lines)	23	19,205	16,607	13,694	23	1,786	1,104	--
Jewelry and optical goods	3	x	x	x	x	x	x	--
Lumber and construction materials	1	x	--	--	--	--	--	--
Machinery, equipment and supplies	26	4,344	1,003	27	--	974	2	--
Metals and metal work (except scrap)	6	x	1,162	--	--	1,162	--	--
Paper and its products	3	x	x	x	x	x	x	x
Petroleum and its products	1	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	2	x	x	x	--	x	x	--
All other	5	614	614	14	--	586	14	--
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	51	29,198	26,133	1,941	--	19,963	4,229	--
Amusement and sporting goods	4	1,665	1,216	--	--	1,216	--	--
Chemicals and paints	2	x	x	--	--	x	x	--
Clothing and furnishings	1	x	x	x	--	--	--	--
Dry goods (specialty lines)	1	x	x	--	--	x	--	--
Electrical goods	4	2,131	1,953	--	--	1,556	397	--
Groceries and foods (specialty lines)	2	x	x	x	--	x	--	--
Lumber and construction materials	4	1,497	78	--	--	78	--	--
Machinery, equipment and supplies	13	3,324	2,643	456	--	2,126	61	--
Metals and metal work (except scrap)	8	12,476	12,476	35	--	12,195	246	--
Paper and its products	2	x	x	x	--	--	--	--
Plumbing and heating eqpt. and spls.	5	861	861	--	--	221	640	--
Tobacco and its products (except leaf)	2	x	x	--	--	--	x	--
All other	3	x	x	--	--	x	--	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MILWAUKEE, WISCONSIN (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale add 000	to Household consumers add 000	to Industrial users (add 000	to Wholesalers add 000	
BULK TANK STATIONS								
Petroleum and its products	32	$15,277	$9,691	$7,696	$466	$824	$696	$9
AGENTS AND BROKERS	237	88,718	63,847	10,305	209	28,938	24,236	159
Amusement and sporting goods	1	x	x	x	--	--	--	--
Automotive	2	x	x	x	--	x	--	--
Beer, wines and liquors	1	x	x	--	--	--	x	--
Chemicals and paints	2	x	x	x	--	x	--	--
Clothing and furnishings	5	245	90	90	--	--	--	--
Coal and coke	2	x	x	x	--	--	x	x
Dry goods (specialty lines)	2	x	x	x	--	--	--	x
Electrical goods	10	x	427	55	--	363	--	9
Farm products - raw materials	21	34,814	24,598	551	--	17,200	6,847	--
Farm products - consumer goods	22	9,287	9,114	4,694	--	673	3,747	--
Farm supplies	3	x	818	670	--	148	--	--
Furniture and house furnishings	5	x	156	153	3	--	--	--
Groceries and foods (specialty lines)	36	29,325	17,672	656	200	3,572	13,244	--
Hardware	3	89	89	60	--	28	1	--
Jewelry and optical goods	1	x	x	--	--	x	--	--
Lumber and construction materials	8	411	155	72	4	77	2	--
Machinery, equipment and supplies	63	3,333	2,926	45	2	2,879	--	--
Metals and metal work (except scrap)	7	x	644	4	--	640	--	--
Paper and its products	6	463	458	74	--	113	271	--
Plumbing and heating eqpt. and spls.	17	558	271	18	--	250	3	--
All other	20	4,496	3,570	516	--	2,986	68	--
ASSEMBLERS	9	2,857	697	372	--	256	--	69

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK, NEW YORK

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	15,725	$3,974,160	$3,676,232	$1,664,892	$31,633	$1,250,114	$476,569	$253,024
Amusement and sporting goods	276	39,952	35,372	24,390	356	6,110	3,830	486
Automotive	281	76,282	70,728	35,394	2,816	2,553	3,862	26,103
Beer, wines and liquors	257	95,556	86,978	56,386	852	5,987	23,728	25
Chemicals and paints	271	116,753	110,852	9,446	478	76,115	12,868	11,945
Clothing and furnishings	1,721	343,519	332,882	282,696	1,589	24,069	19,767	4,761
Coal and coke	95	62,626	58,300	42,003	4,545	9,570	1,901	281
Drugs (full line)	11	14,087	11,520	11,372	9	121	18	--
Drugs and drug sundries (specialty lines)	395	52,444	48,272	33,365	448	3,842	9,178	1,439
Dry goods (full line)	20	20,817	12,878	12,226	6	592	54	--
Dry goods (specialty lines)	2,338	616,021	558,324	157,147	1,399	320,563	63,573	15,642
Electrical goods	371	78,100	71,662	31,013	3,440	14,409	7,546	15,254
Farm products - raw materials	684	250,645	243,760	19,211	162	156,398	41,550	26,439
Farm products - consumer goods	1,233	402,372	375,305	228,889	2,668	51,365	89,412	2,971
Farm supplies	38	14,161	10,347	1,058	55	5,846	2,404	984
Furniture and house furnishings	845	105,816	97,233	81,045	1,576	6,501	7,657	454
General merchandise	36	216,200	216,200	10,406	13	133,453	7,324	65,004
Groceries (full line)	61	125,849	111,896	101,740	62	5,737	3,473	884
Groceries and foods (specialty lines)	1,376	370,604	349,007	205,166	3,848	57,245	76,059	6,689
Hardware	206	30,656	27,643	15,834	410	6,468	3,256	1,675
Jewelry and optical goods	859	88,797	85,035	65,012	623	9,564	9,472	364
Lumber and construction materials	308	51,199	40,085	19,655	1,531	17,361	1,323	215
Machinery, equipment and supplies	1,118	122,638	100,710	25,101	1,213	54,080	14,798	5,518
Metals and metal work (except scrap)	169	132,850	126,135	4,362	18	67,474	5,163	49,118
Paper and its products	664	102,535	86,781	34,128	373	34,200	14,779	3,301
Petroleum and its products	49	11,110	9,523	1,771	492	4,786	1,364	1,110
Plumbing and heating eqpt. and spls.	265	38,164	32,567	15,253	990	10,876	4,280	1,168
Tobacco and its products (except leaf)	171	97,327	95,786	93,605	474	540	1,071	96
Waste materials	609	49,768	44,950	1,954	23	30,033	9,915	3,025
All other	998	247,312	225,501	45,064	1,164	134,256	36,944	8,073
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,101	1,645,304	1,384,454	461,724	5,569	445,605	444,572	26,984
Amusement and sporting goods	18	30,259	16,748	5,678	233	3,391	435	7,011
Automotive	43	80,482	71,060	60,859	314	6,735	3,152	--
Beer, wines and liquors	20	94,125	48,854	2,082	6	1,517	45,249	--
Chemicals and paints	60	111,105	103,174	15,664	42	70,609	10,814	6,045
Clothing and furnishings	147	114,095	109,733	100,402	40	447	8,214	630
Coal and coke	4	x	4,101	2,087	2,014	--	--	--
Drugs and drug sundries (specialty lines)	61	62,918	53,705	26,778	73	7,253	18,412	1,189
Dry goods (specialty lines)	96	x	120,008	27,336	2	85,233	7,160	277
Electrical goods	36	50,841	47,060	10,144	445	32,853	2,930	688
Farm products - consumer goods	9	16,787	8,428	1,436	503	--	4,557	1,932
Farm supplies	1	x	x	x	x	x	x	x
Furniture and house furnishings	32	16,252	15,189	10,217	565	896	3,507	4
Groceries and foods (specialty lines)	128	282,510	224,728	143,804	761	24,040	53,361	2,762
Hardware	13	x	2,909	702	--	10	1,640	557
Jewelry and optical goods	29	63,098	56,127	3,989	80	49,092	2,381	585
Lumber and construction materials	18	4,777	4,100	2,907	6	676	454	57
Machinery, equipment and supplies	206	99,339	72,821	8,588	72	47,306	13,043	3,812
Metals and metal work (except scrap)	29	70,952	66,987	1,354	17	63,108	2,341	167
Paper and its products	32	72,260	42,763	3,094	154	22,232	16,746	537
Petroleum and its products	5	x	4,576	536	1	3,367	185	487
Plumbing and heating eqpt. and epls.	35	15,628	12,506	3,619	16	2,965	5,801	105
Tobacco and its products (except leaf)	16	x	261,015	21,203	54	405	239,353	--
All other	63	40,362	x	x	x	x	x	x

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK, NEW YORK (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	716	$1,007,278	$775,914	$147,569	$1,711	$443,269	$166,941	$16,424
Amusement and sporting goods	10	12,618	7,483	15	--	7,334	134	--
Automotive	4	x	13,187	--	--	12,263	924	--
Beer, wines and liquors	7	x	40,620	965	--	4,672	34,939	44
Chemicals and paints	40	80,761	42,619	1,534	--	33,668	5,727	1,690
Clothing and furnishings	135	x	76,737	58,148	386	3,095	13,147	1,961
Drugs and drug sundries (specialty lines)	13	4,903	4,903	3,078	--	--	1,824	1
Dry goods (specialty lines)	39	158,932	83,134	9,175	3	60,356	12,503	1,097
Electrical goods	27	30,861	26,335	800	--	18,542	5,011	1,982
Farm supplies	1	x	x	x	--	x	x	--
Furniture and house furnishings	31	x	13,441	4,538	--	1,084	7,799	20
Groceries and foods (specialty lines)	24	31,382	29,804	5,955	3	4,043	16,643	3,160
Hardware	9	4,338	2,631	1,059	--	602	866	104
Jewelry and optical goods	13	2,364	2,071	1,068	--	248	721	34
Lumber and construction materials	38	30,239	13,883	7,895	10	2,802	3,025	151
Machinery, equipment and supplies	143	144,252	121,668	787	3	116,911	2,982	985
Metals and metal work (except scrap)	55	156,877	130,175	360	11	121,371	8,427	6
Paper and its products	42	x	47,612	28,601	271	12,110	6,547	83
Petroleum and its products	5	27,456	27,456	14,807	57	4,400	8,072	120
Plumbing and heating eqpt. and spls.	16	3,287	2,969	1,555	16	1,191	207	--
Tobacco and its products (except leaf)	3	x	x	x	--	x	x	--
All other	61	60,645	55,422	6,714	951	38,403	4,368	4,986
BULK TANK STATIONS								
Petroleum and its products	60	79,943	53,160	33,142	1,964	9,100	7,136	1,818
AGENTS AND BROKERS	3,776	2,861,936	2,032,425	514,405	349	720,096	625,475	172,100
Amusement and sporting goods	114	x	12,365	5,747	18	3,148	2,948	504
Automotive	58	29,148	28,461	1,389	3	2,358	647	24,064
Beer, wines and liquors	4	957	957	931	--	--	26	--
Chemicals and paints	105	53,102	44,430	966	1	22,607	19,053	1,803
Clothing and furnishings	675	x	195,186	143,784	15	4,255	43,997	3,135
Coal and coke	33	73,561	70,557	54,195	99	13,385	1,828	1,050
Drugs (full line)	1	16,969	12,650	6,802	--	1,615	3,560	673
Drugs and drug sundries (specialty lines)	53							
Dry goods (full line)	9	21,995	2,006	228	--	--	600	1,178
Dry goods (specialty lines)	402	842,749	595,241	138,636	3	312,259	134,279	10,064
Electrical goods	132	11,810	11,077	2,993	74	3,809	2,344	1,857
Farm products - raw materials	187	184,282	129,047	4,986	--	70,015	20,583	33,463
Farm products - consumer goods	214	220,530	153,548	61,670	1	4,692	83,346	3,839
Farm supplies	16	7,152	7,097	122	--	5,965	1,010	--
Furniture and house furnishings	121	33,282	32,951	14,869	76	5,891	12,047	68
General merchandise	42	57,415	49,050	17,709	3	1,840	655	28,843
Groceries and foods (specialty lines)	324	451,232	339,188	31,272	5	118,315	184,276	5,320
Hardware	69	10,471	6,873	2,150	10	739	2,984	990
Jewelry and optical goods	55	2,653	2,559	1,092	2	288	1,132	45
Lumber and construction materials	96	13,669	12,074	5,154	5	4,010	2,373	532
Machinery, equipment and supplies	440	58,005	51,630	1,955	17	26,562	3,339	19,757
Metals and metal work (except scrap)	92	83,756	82,791	3,370	4	19,949	38,335	21,133
Paper and its products	81	x	12,184	1,705	--	9,078	1,257	144
Petroleum and its products	21	x	31,111	1,378	--	1,267	26,437	2,029
Plumbing and heating eqpt. and spls.	66	5,750	4,896	237	2	1,382	2,010	1,265
Tobacco and its products (except leaf)	3	155	155	5	--	--	150	--
Waste materials	36	x	12,414	5	--	3,926	439	8,044
All other	327	237,417	131,927	11,055	11	82,741	35,820	2,300
ASSEMBLERS	40	49,289	28,678	13,966	--	3,685	11,020	7
Farm products - raw materials	3	41	14	7	--	--	7	--
Farm products - consumer goods	25	48,410	27,864	13,907	--	3,501	10,449	7
Groceries and foods (specialty lines)	6	732	731	50	--	117	564	--
All other	6	106	69	2	--	67	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PHILADELPHIA, PENNSYLVANIA

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,665	$533,253	$477,648	$243,064	$6,109	$150,386	$72,989	$5,100
Amusement and sporting goods	39	5,608	5,460	4,010	16	1,353	81	--
Automotive	95	15,595	14,783	9,656	1,146	1,117	2,864	--
Beer, wines and liquors	89	6,631	6,201	4,829	196	719	457	--
Chemicals and paints	41	5,110	3,984	1,009	96	2,485	390	4
Clothing and furnishings	211	23,569	23,069	22,417	40	287	320	5
Coal and coke	54	26,681	22,470	4,007	252	15,742	2,469	--
Drugs (full line)	2	11,656	11,432	10,670	14	456	291	1
Drugs and drug sundries (specialty lines)	28							
Dry goods (full line)	10	5,109	3,254	3,253	--	--	1	--
Dry goods (specialty lines)	107	11,743	9,077	4,375	65	3,236	1,401	--
Electrical goods	75	59,442	58,561	9,680	774	14,440	33,666	1
Farm products - raw materials	57	37,195	35,144	2,688	--	29,808	1,720	928
Farm products - consumer goods	301	60,392	59,812	39,329	1,068	8,085	11,274	56
Farm supplies	8	945	406	356	7	--	42	1
Furniture and house furnishings	101	11,547	11,134	10,366	172	450	146	--
General merchandise	3	524	524	503	4	2	15	--
Groceries (full line)	32	35,654	33,243	29,771	91	2,273	1,108	--
Groceries and foods (specialty lines)	305	48,358	43,750	28,288	1,237	8,988	5,237	--
Hardware	29	4,950	4,657	4,058	1	450	148	--
Jewelry and optical goods	79	6,000	4,627	4,157	51	147	272	--
Lumber and construction materials	82	14,904	8,568	3,271	114	4,128	1,029	26
Machinery, equipment and supplies	245	29,351	21,365	4,240	143	13,980	2,858	144
Metals and metal work (except scrap)	35	10,446	6,954	553	2	6,116	173	110
Paper and its products	118	18,822	17,552	6,335	118	9,533	1,566	--
Petroleum and its products	10	3,347	2,826	1,954	--	697	159	16
Plumbing and heating eqpt. and spls.	85	8,773	6,568	3,422	125	2,675	346	--
Tobacco and its products (except leaf)	70	25,033	20,693	19,631	286	5	771	--
Waste materials	178	22,918	20,806	996	--	15,280	1,165	3,365
All other	176	22,950	20,728	9,240	91	7,934	3,020	443
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	337	321,469	269,724	127,143	638	102,194	39,415	334
Amusement and sporting goods	9	3,791	3,069	1,620	90	1,080	279	--
Automotive	26	42,771	36,943	33,145	34	3,466	298	--
Beer, wines and liquors	10	19,688	18,251	7,251	22	2,658	8,320	--
Chemicals and paints	29	34,119	34,062	4,008	124	26,236	3,694	--
Clothing and furnishings	5	1,709	1,709	1,688	15	--	6	--
Drugs and drug sundries (specialty lines)	6	1,633	1,342	1,011	--	201	130	--
Dry goods (specialty lines)	11	x	3,913	361	--	3,497	55	--
Electrical goods	18	28,891	26,469	3,549	83	19,847	2,990	--
Farm products - consumer goods	3	x	x	x	x	x	x	--
Farm supplies	1	x	x	x	x	x	--	--
Furniture and house furnishings	7	3,437	3,286	3,009	1	276	--	--
Groceries and foods (specialty lines)	46	114,777	92,431	58,764	254	15,331	18,082	--
Hardware	7	x	151	53	--	15	83	--
Jewelry and optical goods	3	x	x	x	--	--	--	--
Lumber and construction materials	11	3,908	1,236	884	--	352	--	--
Machinery, equipment and supplies	84	29,199	22,500	3,345	--	17,575	1,442	138
Metals and metal work (except scrap)	10	4,587	2,510	13	13	2,443	41	--
Paper and its products	4	438	287	52	--	224	11	--
Petroleum and its products	2	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	19	5,135	4,627	553	--	1,343	2,731	--
Tobacco and its products (except leaf)	5	x	3,135	2,939	--	--	--	196
All other	21	9,044	8,222	1,393	--	6,743	86	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PHILADELPHIA, PENNSYLVANIA (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users add 000	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	233	$141,225	$109,677	$19,890	$4	$70,906	$18,845	$32
Amusement and sporting goods	4	5,833	4,096	--	--	4,096	--	--
Beer, wines and liquors	1	x	x	--	--	x	--	--
Chemicals and paints	14	10,191	7,651	177	--	7,294	180	--
Clothing and furnishings	8	1,708	1,274	1,274	--	--	--	--
Drugs and drug sundries (specialty lines)	1	x	x	x	--	--	--	--
Dry goods (specialty lines)	14	x	16,393	10,895	--	5,498	--	--
Electrical goods	14	6,066	5,552	541	--	4,333	669	9
Farm products - consumer goods	1	x	x	x	--	--	--	--
Furniture and house furnishings	6	3,599	1,414	406	--	137	871	--
Groceries and foods (specialty lines)	9	6,231	4,239	2,660	--	154	1,425	--
Hardware	4	883	587	309	--	278	--	--
Jewelry and optical goods	3	x	x	x	--	x	x	--
Lumber and construction materials	20	7,796	3,461	1,655	--	1,544	262	--
Machinery, equipment and supplies	67	13,337	8,911	157	--	8,335	396	23
Metals and metal work (except scrap)	28	45,253	39,938	266	2	34,420	5,250	--
Paper and its products	11	x	2,030	224	--	401	1,405	--
Plumbing and heating eqpt. and spls.	13	x	1,165	18	2	1,002	143	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	14	4,845	3,223	136	--	3,087	--	--
BULK TANK STATIONS								
Petroleum and its products	31	36,808	18,263	11,265	3,149	3,185	664	--
AGENTS AND BROKERS	688	266,400	217,121	64,497	330	91,468	56,157	4,669
Amusement and sporting goods	5	x	40	21	--	19	--	--
Automotive	8	1,821	1,765	1,588	32	--	145	--
Beer, wines and liquors	4	420	20	20	--	--	--	--
Chemicals and paints	19	1,231	859	33	--	707	101	18
Clothing and furnishings	13	x	771	691	--	40	15	25
Coal and coke	28	47,298	43,230	24,225	143	17,475	827	560
Drugs and drug sundries (specialty lines)	5	x	750	287	--	331	132	--
Dry goods (specialty lines)	17	6,113	3,632	2,368	--	578	686	--
Electrical goods	24	1,821	1,658	300	6	1,107	245	--
Farm products - raw materials	34	11,483	9,447	262	--	8,481	457	247
Farm products - consumer goods	164	58,805	41,008	19,908	4	935	20,161	--
Farm supplies	3	177	177	95	36	--	1	45
Furniture and house furnishings	13	2,247	2,137	917	7	753	460	--
General merchandise	2	x	x	x	--	--	x	--
Groceries and foods (specialty lines)	81	64,022	62,059	10,580	--	19,596	28,758	3,125
Hardware	7	x	102	42	--	20	40	--
Jewelry and optical goods	1	x	x	x	--	--	x	--
Lumber and construction materials	24	13,234	1,537	944	--	557	36	--
Machinery, equipment and supplies	107	8,931	7,631	636	97	6,529	333	36
Metals and metal work (except scrap)	29	7,526	4,612	510	--	2,730	1,307	65
Peper and its products	5	x	183	10	--	8	165	--
Petroleum and its products	4	240	240	13	--	--	7	220
Plumbing and heating eqpt. and spls.	24	1,333	835	238	5	141	451	--
Waste materials	6	x	1,430	--	--	1,410	--	20
All other	61	34,420	32,568	537	--	30,051	1,672	308
ASSEMBLERS	7	25,999	4,275	2,711	--	21	1,543	--

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PITTSBURGH, PENNSYLVANIA

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers add 000)	to Industrial users add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	913	$210,745	$180,309	$124,192	$3,904	$39,571	$9,306	$3,336
Amusement and sporting goods	20	2,189	2,081	1,307	50	719	5	--
Automotive	35	12,243	11,636	9,236	1,669	297	434	--
Beer, wines and liquors	100	3,627	3,148	2,591	328	69	160	--
Chemicals and paints	12	808	571	107	20	388	56	--
Clothing and furnishings	75	11,571	10,786	10,660	111	11	4	--
Coal and coke	9	2,329	1,846	184	41	1,416	205	--
Drugs (full line)	2	4,238	3,810	3,476	8	273	53	--
Drugs and drug sundries (specialty lines)	9							
Dry goods (full line)	2	5,475	496	495	1	--	--	--
Dry goods (specialty lines)	19							
Electrical goods	26	11,329	10,864	7,317	605	2,781	160	1
Farm products - raw materials	3	4,634	456	217	--	238	1	--
Farm products - consumer goods	137	47,576	43,378	40,061	497	566	2,254	--
Farm supplies	7	655	335	131	15	189	--	--
Furniture and house furnishings	22	2,999	2,849	2,728	--	91	30	--
Groceries (full line)	29	15,712	15,361	10,323	9	3,874	1,155	--
Groceries and foods (specialty lines)	87	11,802	11,461	8,844	185	2,097	305	30
Hardware	13	6,590	4,324	3,118	55	1,057	94	--
Jewelry and optical goods	20	2,532	2,132	2,010	46	11	65	--
Lumber and construction materials	42	8,388	7,137	2,995	124	3,728	290	--
Machinery, equipment and supplies	98	15,389	12,625	589	26	10,822	1,105	83
Metals and metal work (except scrap)	14	4,806	4,806	895	14	1,780	2,105	12
Paper and its products	23	7,423	7,087	5,762	13	1,127	185	--
Petroleum and its products	6	3,136	142	94	21	27	--	--
Plumbing and heating eqpt. and spls.	23	4,170	3,738	2,468	19	1,067	184	--
Tobacco and its products (except leaf)	15	7,359	6,384	6,382	2	--	--	--
Waste materials	30	10,416	9,935	--	26	6,414	295	3,200
All other	35	3,349	2,921	2,202	19	529	161	10
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	192	162,597	121,251	73,193	358	36,291	10,816	593
Amusement and sporting goods	6	2,132	1,575	698	39	838	--	--
Automotive	20	48,041	33,262	31,991	31	1,114	126	--
Beer, wines and liquors	3	x	x	--	x	x	x	--
Chemicals and paints	10	5,336	5,247	1,026	31	3,904	286	--
Clothing and furnishings	1	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	5	x	87	76	--	--	11	--
Electrical goods	12	x	16,361	2,168	18	12,278	1,897	--
Farm products - consumer goods	3	x	x	x	--	--	x	--
Furniture and house furnishings	10	1,949	1,858	1,707	--	132	19	--
Groceries and foods (specialty lines)	33	57,846	40,310	32,071	82	3,597	4,560	--
Hardware	1	x	x	--	x	x	--	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	4	2,372	--	--	--	--	--	--
Machinery, equipment and supplies	54	12,230	9,051	1,577	--	7,189	285	--
Metals and metal work (except scrap)	6	x	6,245	22	--	5,362	328	533
Paper and its products	4	372	372	76	--	271	25	--
Petroleum and its products	1	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	8	2,641	2,525	378	--	1,019	1,068	60
Tobacco and its products (except leaf)	1	x	x	x	--	--	--	--
All other	9	627	583	213	110	260	--	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PITTSBURGH, PENNSYLVANIA (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	131	$198,111	$174,314	$4,398	$15	$139,930	$29,100	$871
Amusement and sporting goods	4	2,925	2,183	--	--	2,183	--	--
Chemicals and paints	5	3,752	3,752	12	1	3,540	199	--
Electrical goods	12	3,513	3,016	138	--	2,772	106	--
Furniture and house furnishings	4	x	118	53	--	65	--	--
Groceries and foods (specialty lines)	8	x	3,195	2,472	--	42	681	--
Lumber and construction materials	9	x	1,999	1,182	--	814	3	--
Machinery, equipment and supplies	50	15,442	13,274	201	--	12,974	83	16
Metals and metal work (except scrap)	24	155,061	138,828	276	14	115,828	21,889	821
Paper and its products	1	x	x	--	--	--	x	--
Plumbing and heating eqpt. and spls.	7	1,544	1,472	--	--	1,024	414	34
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	6	820	752	64	--	688	--	--
BULK TANK STATIONS								
Petroleum and its products	16	12,553	5,220	3,891	739	405	185	--
AGENTS AND BROKERS	228	92,424	74,892	26,195	4	29,214	18,458	1,021
Automotive	3	15	7	7	--	--	--	--
Chemicals and paints	6	1,101	598	--	--	598	--	--
Clothing and furnishings	2	x	x	x	--	--	--	--
Coal and coke	8	23,770	23,054	3,989	--	17,755	296	1,014
Electrical goods	17	1,163	800	175	--	363	262	--
Farm products - raw materials	13	6,762	3,358	968	--	575	1,815	--
Farm products - consumer goods	23	16,414	15,652	9,939	--	--	5,713	--
Furniture and house furnishings	4	x	363	248	--	115	--	--
General merchandise	1	x	x	x	--	--	--	--
Groceries and foods (specialty lines)	30	24,525	19,089	8,386	--	679	10,024	--
Hardware	4	831	831	760	--	52	19	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	19	3,259	3,042	1,278	--	1,600	159	5
Machinery, equipment and supplies	63	4,604	4,312	134	--	4,172	4	2
Metals and metal work (except scrap)	10	5,608	2,704	1	--	2,663	40	--
Paper and its products	3	269	163	--	--	50	113	--
Petroleum and its products	1	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	11	x	273	77	4	179	13	--
Waste materials	4	2,290	348	--	--	348	--	--
All other	5	344	142	77	--	65	--	--
ASSEMBLERS	6	15,725	1,132	669	--	--	463	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

ST. LOUIS, MISSOURI

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,249	$378,284	$322,983	$220,067	$2,952	$59,936	$27,015	$13,013
Amusement and sporting goods	18	1,587	1,235	453	63	663	56	--
Automotive	69	8,024	7,334	5,575	712	278	769	--
Beer, wines and liquors	23	6,716	6,716	5,611	484	22	599	--
Chemicals and paints	21	2,616	1,299	285	35	619	360	--
Clothing and furnishings	108	44,914	43,035	41,286	34	1,375	128	212
Coal and coke	27	6,831	3,964	692	78	2,805	389	--
Drugs (full line)	5	14,381	6,023	5,568	11	350	94	--
Drugs and drug sundries (specialty lines)	22	1,619	1,130	467	3	11	648	1
Dry goods (full line)	7	43,860	43,860	43,647	61	--	--	152
Dry goods (specialty lines)	21	2,565	1,854	423	57	1,357	17	--
Electrical goods	39	13,578	11,400	7,849	368	2,862	321	--
Farm products - raw materials	30	29,257	27,627	707	17	14,068	791	12,044
Farm products - consumer goods	163	38,815	33,966	21,124	213	877	11,752	--
Farm supplies	11	5,163	5,163	4,164	83	271	490	155
Furniture and house furnishings	20	3,842	3,842	3,583	123	78	58	--
General merchandise	4	11,939	11,939	11,840	50	14	27	8
Groceries (full line)	22	19,075	19,019	17,688	30	1,276	25	--
Groceries and foods (specialty lines)	171	34,142	27,750	16,798	153	4,420	6,369	10
Hardware	16	20,922	10,490	8,782	110	1,469	104	25
Jewelry and optical goods	19	1,664	1,541	1,462	49	30	--	--
Lumber and construction materials	45	7,910	5,642	1,269	22	3,121	863	367
Machinery, equipment and supplies	110	11,016	9,384	1,409	19	7,357	575	24
Metals and metal work (except scrap)	12	3,041	3,041	516	16	2,361	148	--
Paper and its products	45	7,066	4,915	2,680	8	1,740	487	--
Petroleum and its products	13	2,985	982	385	2	592	--	3
Plumbing and heating eqpt. and epls.	23	3,449	2,086	1,356	1	315	402	12
Tobacco and its products (except leaf)	44	11,456	10,945	10,749	140	--	56	--
Waste materials	64	6,981	5,770	159	--	5,169	442	--
All other	77	12,870	11,031	3,540	10	6,436	1,045	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	232	304,333	281,991	150,058	253	37,370	93,754	556
Amusement and sporting goods	6	1,650	1,029	491	9	529	--	--
Automotive	20	35,279	30,697	29,569	5	1,123	--	--
Beer, wines and liquors	6	6,408	6,408	1,910	--	650	3,848	--
Chemicals and paints	17	8,234	8,234	2,711	23	3,614	1,886	--
Clothing and furnishings	15	x	83,745	82,784	72	192	461	236
Drugs and drug sundries (specialty lines)	8	1,953	1,303	638	--	120	545	--
Dry goods (specialty lines)	6	x	3,338	1,927	--	1,411	--	--
Electrical goods	13	11,203	9,916	1,589	19	6,851	1,457	--
Farm products - consumer goods	2	x	x	x	--	--	x	--
Furniture and house furnishings	9	1,722	1,722	1,483	3	233	3	--
Groceries and foods (specialty lines)	25	30,447	24,971	17,186	109	2,706	4,970	--
Hardware	1	x	x	--	--	--	x	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	3	x	x	x	x	x	x	--
Machinery, equipment and supplies	60	20,190	14,291	4,240	--	7,816	1,915	320
Metals and metal work (except scrap)	11	x	2,884	242	6	2,346	290	--
Paper and its products	5	3,861	3,840	213	2	3,611	14	--
Petroleum and its products	2	x	x	x	x	x	--	--
Plumbing and heating eqpt. and spls.	6	1,330	1,243	705	--	211	327	--
Tobacco and its products (except leaf)	3	x	x	x	--	x	x	--
All other	13	4,731	4,731	332	--	4,048	351	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

ST. LOUIS, MISSOURI (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	123	$64,743	$57,039	$7,270	$198	$35,155	$13,816	$600
Amusement and sporting goods	4	2,117	1,479	--	--	1,479	--	--
Beer, wines and liquors	1	x	x	x	--	x	--	x
Chemicals and paints	5	1,980	1,980	10	--	1,960	--	10
Clothing and furnishings	2	x	x	x	--	--	--	--
Dry goods (specialty lines)	2	x	x	x	--	--	--	--
Electrical goods	8	x	87	--	--	87	--	--
Furniture and house furnishings	2	x	x	x	--	x	x	x
Groceries and foods (specialty lines)	9	3,052	3,052	1,831	--	100	1,121	--
Jewelry and optical goods	2	x	x	x	--	--	x	--
Lumber and construction materials	11	4,599	740	270	--	152	318	--
Machinery, equipment and supplies	34	7,360	5,842	90	--	5,633	119	--
Metals and metal work (except scrap)	20	28,641	27,794	1,187	183	21,869	4,540	15
Paper and its products	4	x	1,602	94	15	186	1,307	--
Plumbing and heating eqpt. and spls.	6	398	398	--	--	173	225	--
Tobacco and its products (except leaf)	2	x	x	--	--	--	x	--
All other	11	3,685	3,235	100	--	3,135	--	--
BULK TANK STATIONS								
Petroleum and its products	36	13,359	5,237	3,980	391	860	6	--
AGENTS AND BROKERS	448	113,845	83,871	17,009	80	30,548	36,221	13
Amusement and sporting goods	2	x	x	--	--	x	x	--
Automotive	10	192	78	24	--	8	46	--
Beer, wines and liquors	3	314	264	114	--	--	150	--
Chemicals and paints	8	688	443	24	--	390	25	4
Clothing and furnishings	36	2,543	1,062	957	--	50	55	--
Coal and coke	12	x	5,233	2,215	4	2,469	545	--
Drugs and drug sundries (specialty lines)	2	x	x	x	--	--	--	--
Dry goods (specialty lines)	57	16,941	11,909	6,556	--	3,421	1,932	--
Electrical goods	25	1,751	1,588	74	--	658	851	5
Farm products - raw materials	31	11,668	4,211	--	--	2,516	1,695	--
Farm products - consumer goods	27	14,528	13,839	2,948	--	465	10,426	--
Farm supplies	3	1,779	1,779	160	--	1,619	--	--
Furniture and house furnishings	8	720	668	266	52	--	350	--
Groceries and foods (specialty lines)	44	27,871	21,779	2,023	--	4,060	15,696	--
Hardware	9	x	602	96	--	56	450	--
Jewelry and optical goods	1	x	x	x	--	--	--	--
Lumber and construction materials	22	1,596	1,341	447	--	402	492	--
Machinery, equipment and supplies	84	6,028	4,686	591	9	3,726	357	3
Metals and metal work (except scrap)	9	3,762	1,416	5	--	1,411	--	--
Paper and its products	4	1,641	1,641	--	--	107	1,534	--
Plumbing and heating eqpt. and spls.	12	435	251	144	15	92	--	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
Waste materials	2	x	x	--	--	x	--	--
All other	36	12,832	10,523	306	--	8,673	1,543	1
ASSEMBLERS	14	7,759	4,838	326	3,653	--	859	--
Farm products - raw materials	3	x	x	--	x	--	--	--
Farm products - consumer goods	10	3,916	1,186	326	1	--	859	--
All other	1	x	x	--	x	--	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

SAN FRANCISCO, CALIFORNIA

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries
	Number	Total net sales	Total of sales analyzed	to Retailers for resale	to Household consumers	to Industrial users	to Wholesalers	
		(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,730	$462,921	$423,243	$207,187	$8,528	$83,871	$98,287	$25,370
Amusement and sporting goods	36	3,174	2,994	1,439	105	1,364	52	34
Automotive	81	29,518	22,850	15,116	4,604	1,206	1,924	--
Beer, wines and liquors	108	16,269	14,688	10,674	358	279	3,368	9
Chemicals and paints	32	4,976	4,733	813	26	3,653	71	170
Clothing and furnishings	95	x	11,534	10,975	84	134	334	7
Coal and coke	7	696	631	631	--	--	--	--
Drugs (full line)	4	10,770	10,770	9,862	16	697	140	55
Drugs and drug sundries (specialty lines)	36	3,032	2,709	2,155	26	63	460	5
Dry goods (full line)	3	13,271	12,577	10,253	32	2,066	225	1
Dry goods (specialty lines)	60							
Electrical goods	61	18,896	18,581	10,148	353	3,432	4,257	391
Farm products - raw materials	42	38,836	28,740	2,703	--	14,303	8,760	2,974
Farm products - consumer goods	123	39,354	37,756	25,708	1,474	3,850	4,170	2,554
Farm supplies	16	11,622	11,622	3,124	46	6,989	692	771
Furniture and house furnishings	61	7,114	6,925	6,235	146	468	58	18
General merchandise	10	27,479	27,479	5,145	21	2,910	7,858	11,545
Groceries (full line)	28	22,997	22,889	16,271	64	4,585	812	1,157
Groceries and foods (specialty lines)	233	77,522	74,035	32,988	488	9,268	26,727	4,564
Hardware	28	11,001	10,550	8,062	17	2,030	390	51
Jewelry and optical goods	54	6,640	5,855	5,237	37	288	290	3
Lumber and construction materials	51	15,328	11,736	7,614	60	2,825	1,172	65
Machinery, equipment and supplies	190	25,069	22,567	4,514	212	14,537	3,162	142
Metals and metal work (except scrap)	24	4,064	2,410	250	11	2,037	112	--
Paper and its products	36	6,515	5,827	3,204	57	1,743	775	48
Petroleum and its products	7	189	35	6	--	23	5	1
Plumbing and heating eqpt. and spls.	27	4,692	4,175	1,875	97	1,820	372	11
Tobacco and its products (except leaf)	18	38,491	38,491	7,458	64	19	30,933	17
Waste materials	46	4,318	3,740	522	13	2,043	583	579
All other	213	x	6,344	4,205	117	1,239	585	198
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	388	305,581	255,064	71,900	248	77,192	103,561	2,163
Amusement and sporting goods	11	6,764	2,538	1,372	3	892	271	--
Automotive	23	12,787	8,057	5,793	32	960	1,272	--
Beer, wines and liquors	17	17,471	12,594	1,721	9	747	10,099	18
Chemicals and paints	19	9,603	8,459	2,472	71	4,539	892	485
Clothing and furnishings	37	15,178	14,840	14,700	9	131	--	--
Drugs and drug sundries (specialty lines)	19	6,712	4,848	3,016	--	396	1,436	--
Dry goods (specialty lines)	14	5,113	2,832	2,171	10	607	44	--
Electrical goods	17	9,941	9,393	1,625	2	5,877	1,889	--
Farm products - consumer goods	2	x	x	x	--	x	x	--
Furniture and house furnishings	8	x	2,122	1,791	--	230	10	91
Groceries and foods (specialty lines)	40	113,206	94,056	24,559	17	26,491	41,930	1,059
Hardware	3	x	x	x	x	--	x	--
Jewelry and optical goods	10	2,442	1,911	1,401	--	6	504	--
Lumber and construction materials	9	2,026	392	228	24	67	73	--
Machinery, equipment and supplies	99	17,836	14,532	3,054	20	9,865	1,579	14
Metals and metal work (except scrap)	15	29,255	26,608	1,164	5	17,820	7,321	298
Paper and its products	14	6,696	6,591	3,514	12	2,529	418	118
Petroleum and its products	2	x	x	x	x	x	--	--
Plumbing and heating eqpt. and spls.	11	2,627	2,627	494	31	1,214	831	57
Tobacco and its products (except leaf)	5	x	36,817	1,716	--	368	34,733	--
All other	13	6,076	5,128	672	--	4,406	27	23

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

SAN FRANCISCO, CALIFORNIA (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	138	$137,146	$110,676	$10,656	$24	$65,466	$34,366	$164
Amusement and sporting goods	4	3,394	2,473	--	--	2,473	--	--
Automotive	1	x	x	--	--	x	--	--
Beer, wines and liquors	2	x	x	--	--	--	x	--
Chemicals and paints	6	6,972	5,419	--	--	5,299	97	23
Clothing and furnishings	7	1,659	1,659	1,369	--	--	290	--
Drugs and drug sundries (specialty lines)	3	x	x	x	--	--	--	--
Dry goods (specialty lines)	6	1,603	1,483	1,473	--	10	--	--
Electrical goods	6	727	310	268	--	42	--	--
Farm products - consumer goods	1	x	x	x	--	--	--	--
Furniture and house furnishings	8	2,841	1,633	226	--	139	1,262	6
Groceries and foods (specialty lines)	7	31,506	31,506	3,628	--	4,781	23,097	--
Jewelry and optical goods	2	x	x	--	--	--	x	--
Lumber and construction materials	10	x	2,208	1,507	2	491	208	--
Machinery, equipment and supplies	29	42,365	31,812	22	--	31,571	119	100
Metals and metal work (except scrap)	14	18,865	9,499	214	--	9,052	198	35
Paper and its products	13	15,691	14,803	368	3	11,065	3,367	--
Petroleum and its products	2	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	5	175	167	19	19	129	--	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	11	2,154	1,026	677	--	316	33	--
BULK TANK STATIONS								
Petroleum and its products	20	17,699	8,273	6,552	260	1,305	156	--
AGENTS AND BROKERS	638	186,871	173,876	43,572	112	45,479	69,156	15,557
Amusement and sporting goods	13	2,029	2,029	503	--	1	1,525	--
Automotive	20	2,087	1,997	133	--	189	1,458	217
Beer, wines and liquors	7	x	937	47	1	44	815	30
Chemicals and paints	14	3,264	3,264	5	1	1,811	1,447	--
Clothing and furnishings	56	x	5,275	4,528	--	66	681	--
Coal and coke	1	x	x	--	--	x	x	x
Drugs and drug sundries (specialty lines)	10	2,218	1,532	590	2	--	940	--
Dry goods (specialty lines)	37	10,803	8,415	4,584	--	2,078	1,753	--
Electrical goods	40	2,677	2,083	708	6	336	1,031	2
Farm products - raw materials	20	12,715	8,148	284	--	6,468	1,329	67
Farm products - consumer goods	29	9,522	9,213	5,561	--	406	2,531	615
Farm supplies	8	2,485	2,485	747	2	390	977	369
Furniture and house furnishings	29	7,807	7,188	6,667	35	140	346	--
General merchandise	4	1,651	1,651	359	--	551	--	741
Groceries and foods (specialty lines)	89	85,163	82,868	10,028	--	17,682	47,783	7,375
Hardware	28	2,420	1,962	614	1	167	1,176	4
Jewelry and optical goods	21	1,175	854	384	--	--	470	--
Lumber and construction materials	28	6,981	6,908	986	10	1,788	489	3,635
Machinery, equipment and supplies	97	7,596	6,931	826	31	5,236	375	463
Metals and metal work (except scrap)	10	1,526	1,566	--	--	235	1,331	--
Paper and its products	12	2,548	2,518	190	--	389	698	1,241
Petroleum and its products	4	4,513	4,309	4,224	--	--	--	85
Plumbing and heating eqpt. and spls.	22	1,423	1,384	275	17	335	731	26
Waste materials	2	x	x	--	--	x	x	x
All other	37	9,859	9,662	1,229	6	6,667	1,219	541
ASSEMBLERS	28	39,646	6,564	3,008	--	2,435	1,096	25
Farm products - raw materials	1	x	x	x	--	--	--	--
Farm products - consumer goods	20	22,781	4,722	2,895	--	1,107	695	25
Groceries and foods (specialty lines)	4	11,799	1,780	51	--	1,328	401	--
All other	3	x	x	x	--	--	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

*9317.3127A+7

UNITED STATES DEPARTMENT OF COMMERCE
Daniel C Roper, Secretary
BUREAU OF THE CENSUS
William L. Austin, Director

CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

VOLUME VIII
COMMODITY SALES

MAY, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician
William A. Ruff, Assistant

This is the final volume of a series on Wholesale Distribution, a part of the Census of Business, 1935. In this volume sales of wholesale establishments are analyzed by commodities or lines of merchandise. Tables are included for the United States as a whole, for New York City, for Chicago and for San Francisco and Los Angeles combined. The commodity analysis is presented for 29 kind-of-business groups for the following major types of operation: full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), bulk tank stations, agents and brokers, and assemblers. Data are shown for 100 major commodity classifications many of which are subdivided into detailed commodity items.

The statistics were collected in 1936 by a field canvass of wholesale establishments in every State, city and county in the United States, by the Bureau of the Census, with funds provided by the Works Progress Administration. They cover the operations of wholesalers during the year 1935.

Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

U S Bureau of the Census
June 9 1937

WHOLESALE DISTRIBUTION: 1935

ARRANGEMENT AND CONTENTS OF VOLUMES

The results of the Census of Wholesale Trade for the year 1935 are published in a series of eight volumes together with a number of special trade reports, as described below:

Volume I - Summary for the United States. A national summary and analysis of all phases of wholesale distribution in 1935, a part of the Census of Business. In this volume the scope of the Wholesale Census is defined; the data for 1935 are analyzed; terms, classifications and tables are explained and national summaries of the tabular data presented in the other volumes are given. For convenience in making comparisons, a summary tabulation for 1929 and 1933 is included.

This volume also contains new matter not treated in greater detail elsewhere, including a section on legal forms of organization showing the basic data for individual proprietorships, partnerships and other forms separately, by types of operation; an analysis of multi-unit wholesalers, showing the number of establishments, net sales, expenses, employees and pay roll by ownership groups; and a tabulation of the data for auxiliary units of wholesale organizations not included as establishments.

Volume II - States and 25 Selected Cities. Presents number of establishments, net sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.

Volume III - Cities and Counties. Presents number of establishments, net sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).

Volume IV - Kinds of Business of Full-Service and Limited-Function Wholesalers, By States. Presents, by States, the number of establishments, net sales, expenses, personnel, pay roll and stocks for each of the 29 kind-of-business groups (Table 1A). In a separate section the number of establishments, net sales, proprietors, employees and total pay roll are shown for 142 kinds of business, by States (Table 1B).

Volume V - Employment and Pay Roll.

a. Monthly employment data by kinds of business (Table 2).

b. Analysis of employment and pay roll by occupational groups (executive, office and clerical, selling, etc.) for a representative week of 1935 (Table 3).

Volume VI - Business-Size Groups, and Analysis of Operating Expenses.

a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business-size groups and kinds of business (Table 4).

b. Functional division of operating expenses (administrative, selling, etc.) of wholesale merchants and industrial distributors, by kinds of business (Table 5).

Volume VII - Credit Sales, and Sales by Classes of Customers.

a. Credit business of full-service and limited-function wholesalers and of manufacturers' sales branches, by kinds of business (Table 6).

b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.

Volume VIII - Commodity Sales. Analysis of sales of wholesale establishments by commodities or lines of merchandise (Table 8). Data are shown for 100 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the 29 kind-of-business groups.

Special Subject Reports. Special reports will be issued in which the available census data are assembled and analyzed. Among those in preparation, the completion of which is subject to the limitations of time and budget, are:

Cooperative and Voluntary Group Wholesaling (Grocery Trade)
Drug Wholesaling
Electrical Wholesaling
Tobacco Wholesaling
Wholesaling of Wines and Liquors
Wholesaling of Tires and Tubes

WHOLESALE DISTRIBUTION: 1935

VOLUME VIII

COMMODITY SALES

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COMMODITY SALES

On the schedule form used in enumerating wholesale establishments, 100 commodity groups or lines of merchandise, including receipts from service, were listed, 38 of which were subdivided into more detailed commodity items (see schedule form in Appendix). Each establishment was requested to analyze its sales for the year 1935 and to report, from book figures or on the basis of carefully prepared estimates, the value of each commodity sold. Additional space was provided for commodities not on the standard list with the request that the respondent specify the kind and amount.

The information derived from this inquiry is presented in Table 8. Because of the magnitude of the task and the time required, tabulations were prepared only for the United States as a whole, for the cities of New York and Chicago, separately, and a combined tabulation for San Francisco and Los Angeles. The four cities represent different geographic divisions and account for 35 percent of all wholesale trade for the country in 1935.

COMMODITY COVERAGE.--Not all of the wholesale schedules gave information on sales by commodities. Had all reports been broken down on this basis, the sales analyzed by commodities and total net sales would have been the same and the commodity coverage would have been 100 percent. Since the records of some establishments were such that no breakdown could be secured, the total commodity sales in any given trade are usually less than total net sales for the same classification. The term, "commodity coverage" is used in the Census to express this fact. Commodity coverage is the ratio which sales made by establishments reporting commodity figures bear to the total sales of all establishments in the same classification. For the country as a whole, 161,171 of the 176,756 establishments analyzed their sales. The business of the 161,171 establishments amounted to $38,517,229,000 as compared with the total of $42,802,913,000. Hence, commodity coverage for the United States is 89.9 percent ($38,517,229,000 divided by $42,802,913,000). The coverage varies with each kind of business and each type of operation ranging from a low of 50.6 percent for full-line grocery merchants to 100 percent for a number of classifications.

HOW COMMODITY DATA ARE PRESENTED.--Commodity data are presented for the 29 kind-of-business or trade groups* of the 6 major types of operation.

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* Although "kind of business" is predicated in part upon the commodities handled, it must not be confused with the commodities themselves, as most establishments handle more than a single commodity or line of merchandise. For example, wholesale grocers frequently sell drug items, paper goods and tobacco products while hardware wholesalers sell automotive parts, wiring supplies, sporting goods or radios. The method of classification by kinds of business is explained on page 15.

In the preparation of Table 8, all establishments reporting commodity sales were classified first on the basis of type of operation or functions performed according to the following groups:

I Full-service and limited-function wholesalers
II Manufacturers' sales branches (with stocks)
III Manufacturers' sales offices (without stocks)
IV Bulk tank stations (petroleum)
V Agents and brokers
VI Assemblers of farm products

The establishments falling within each of these type classifications were further sorted into kind-of-business or trade groups as follows: *

1. Amusement and sporting goods
2. Automotive
3. Beer, wines and liquors
4. Chemicals and paints
5. Clothing and furnishings
6. Coal and coke
7. Drugs (full line)
8. Drugs and drug sundries (specialty lines)
9. Dry goods (full line)
10. Dry goods (specialty lines)
11. Electrical goods
12. Farm products-raw materials
13. Farm products-consumer goods
14. Farm supplies
15. Furniture and house furnishings
16. General merchandise
17. Groceries (full line)
18. Groceries and foods (specialty lines)
19. Hardware
20. Jewelry and optical goods
21. Lumber and construction materials
22. Machinery, equipment and supplies
23. Metals and metal work (except scrap)
24. Paper and its products
25. Petroleum and its products
26. Plumbing and heating equipment and supplies
27. Tobacco and its products (except leaf)
28. Waste materials
29. All other

For each kind-of-business group under each type of operation, the sales are analyzed to show which commodities, as listed on page 25, are sold and in what amounts.

TABLE 8 EXPLAINED.--As stated above, commodity sales are presented by types of operation and kinds of business for the United States as a whole, for the cities of New York and Chicago and a combined tabulation for San Francisco and Los Angeles Table 8 for these areas includes only those

* A complete list of the 142 kinds of business which are condensed into the 29 trade groups is given in the Appendix, page 80.

establishments reporting sales by commodities. The type of operation is clearly indicated at the beginning of each sheet, or where breaks occur, in large type centered over the columns. The kind-of-business or trade groups are centered and underscored in the stub.

The various commodities found in each kind of business are listed in the stub in the order in which they appear in the standard list on page 25. Under full-service and limited-function wholesalers (see Page 27) the first kind of business is the amusement and sporting goods trade. In this trade group, 950 establishments with sales of $107,419,000 reported sales by commodities. The commodity coverage for the trade is 91.8 percent*. In general, this means that the sale of any specified commodity thereunder is 91.8 percent of what it would have been had all establishments been analyzed.

Of the 950 establishments classified as amusement and sporting goods, 22 reported sales of commodity number 27--clothing and furnishings, men's and boys'. The total sales of these 22 establishments amounted to $4,536,000, of which $294,000 or 6.5 percent (see first percentage column) was in the particular commodity "clothing and furnishings, men's and boys'". In the second percentage column is shown the ratio which the $294,000 bears to the total sales ($107,419,000) of the amusement and sporting goods houses reporting commodity information.

Stated differently, the commodity "clothing and furnishings, men's and boys'" accounted for 6.5 percent of the sales of amusement and sporting goods merchants handling this item, but inasmuch as not all establishments sold men's and boys' clothing and furnishings, it accounted for only 0.3 percent of the total for the trade group. In addition to clothing and furnishings, 16 major commodity lines are found in substantial amounts in the amusement and sporting goods trade**. For the country as a whole each of the following commodities represent more than ten percent of the total for the trade group: sporting goods, 18.8 percent; toys and games, 19.6 percent; cameras and supplies, 10.6 percent; and motion picture film rentals, 26.6 percent.

In the automotive trade, 5,416 establishments with sales of $743,303,000 reported commodity analyses. The commodity coverage for this trade group is 95.2 percent. The commodity or line entitled "automobiles and other motor vehicles" accounted for 45.2 percent of the total, but when the automotive establishments not selling automobiles and motor vehicles are excluded, this same line accounted for 91.2 percent of sales. From this analysis it is evident that distributors of automobiles and other motor vehicles deal very little in other commodities.

Some returns show a breakdown of "automobiles and other motor vehicles" into passenger automobiles, commercial vehicles, tractors, and motorcycles. Of the establishments which provided a more detailed breakdown, 284 sold

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* Commodity coverage can be verified by comparing the $107,419,000 as shown above with the total sales for the trade amounting to $117,045,000 as shown in Table 1, page 17.

** Commodities representing less than one-tenth of one percent of the total sales of a given trade are not shown separately but are included in "all other commodities".

passenger automobiles representing 88.4 percent of their total sales; 115 sold commercial vehicles which accounted for 15.5 percent of their sales; and 39 sold tractors accounting for 56.2 percent of their sales. Only 4 sold motorcycles. Of the $335,764,000 of automobiles and motor vehicles, $61,342,000 are not further analyzed. The table does not show the number of establishments involved.

LIMITATIONS.--In using the commodity data, it should be remembered that not all establishments were able to provide the desired information and for most classifications the sale of a given commodity is understated. The commodity coverage ratio can be used, however in projecting totals.

Many respondents reported commodity sales on the basis of lines of merchandise or departments. For some of these, the sale of a given department was reported as the sale of a commodity. Paints sold in the hardware department, for example, were sometimes included with the commodity "hardware", although the schedule made provision for reporting paints separately. Some grocery merchants included miscellaneous house furnishings with "all other commodities". Likewise, the term, "notions" was variously used by wholesale establishments. In short, the sale of a commodity in a trade where it is not normally found is, as a rule, understated, while for trades where it constitutes a substantial portion of the total, it may be slightly overstated.

The commodities listed for a given trade in Table 8 are not to be considered as the only ones sold in establishments so classified. In addition to the fact that some commodities do not appear as the information was frequently furnished for departments, data are not shown separately for commodities which represented less than one-tenth of one percent of the total for a trade group. In spite of these limitations, however, it is believed that the tables furnish very reliable data on the more common commodities.

USE OF TABLE 8.--The analysis of sales by commodities is designed primarily to satisfy the wants of two major groups. One of these consists of wholesale merchants and other wholesalers who are interested in knowing what their competitors sell and in what amounts. The second group comprises producers and manufacturers who have goods to market through wholesale channels. In addition to these two groups, commodity information has considerable significance for executives of trade associations, economists and consultants in market research, advertising and research agencies and similar groups.

The chief objective in presenting commodity statistics is to permit a clear understanding of what commodities are sold in a given line of business. The wholesaler can thus ascertain what lines of commodities are carried by other wholesalers classified as himself and what proportion these commodities constitute of the total sales of the houses handling them. They also show him how important each commodity is for the trade as a whole, thus providing valuable information on lines of merchandise which might well be added or eliminated.

Manufacturers may glean from these statistics the total wholesale volume of the particular commodities which they are producing. This information affords a basis for comparing their distribution with the total for the country, thereby giving a concrete idea of the relative share of the market which they may reasonably hope to secure. Also, the commodity information makes it possible to work out a more scientific method of distribution, since it provides facts on commodity outlets with respect both to the types of operation and trade groups which handle the various commodities. It is thus possible for the manufacturer of electrical goods, for example, to determine what establishments sell electrical commodities and how important the commodity is to their business.

USE ILLUSTRATED.--The use of Table 8 may be illustrated by a study of tobacco wholesalers. Tobacco and its products (except leaf) constitutes one of the 29 major kind-of-business or trade groups and "cigars, cigarettes and tobacco"--commodity number 89--is considered as a separate commodity classification. The table, therefore, provides a basis for determining what tobacco distributors sell in addition to cigars, cigarettes and other tobacco products. Referring to Table 8 for New York City, it is found (see Page 49) that 161 full-service and limited-function wholesalers--chiefly jobbers--of tobacco and its products (except leaf)* reported sales amounting to $94,312,000. The commodity coverage of this classification was 96.9 percent; hence, the amount reported for each of the commodities handled by tobacco jobbers may be assumed to be only 3.1 percent short of what it would have been had all tobacco distributors analyzed their sales. Ninety-five of the 161 distributors sold confectionery. Sales of these 95 distributors amounted to $68,900,000 of which $5,260,000 or 7.6 percent was confectionery. The confectionery business, however, represented only 5.6 percent of the total sales of the 161 establishments.

As was to be expected, "tobacco products" including cigars, cigarettes, chewing tobacco, etc., was the major commodity sold in this trade, accounting for 90.5 percent of all sales. In addition to confectionery and tobacco products, substantial amounts of groceries, drugs and drug sundries, soaps and toiletries and sporting goods are handled in this trade. All other commodities accounted for less than one percent of the total.

From the figures in Table 8, it may be assumed that in New York City a tobacco jobber handling various tobacco items may expect 71.6 percent of his sales to be made up of cigarettes and that 90.5 percent will consist of "cigars, cigarettes and other tobacco products". If he is handling confectionery, he may expect this line to account for 7.6 percent of his total sales.

In addition to full-service and limited-function wholesalers of tobacco products, 16 manufacturers' sales branches specializing in this business are found in New York City (see Page 51)**. All of these branches analyzed their sales; hence the commodity coverage was 100 percent. Sales branches

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*Includes only those whose primary business is the sale of cigars, cigarettes and other tobacco products.

**It should not be assumed from the above treatment that manufacturers' sales branches compete with tobacco jobbers for the retailer's business. By referring to Page 94 of Wholesale Distribution, 1935, Volume VII, it is shown that over 90 percent of the sale of manufacturers' branches are to full-service and limited-function wholesalers of tobacco.

maintained by tobacco manufacturers sell tobacco products (98.9% of sales) almost to the exclusion of all other commodities. The limited number of manufacturers' sales offices (without stocks) and of agents and brokers specializing in tobacco has prevented showing their sales by commodities.

WHO HANDLES TOBACCO PRODUCTS.--Table 8 may also be used in determining by what types of wholesalers and in what kinds of business or trades cigars, cigarettes and other tobacco products are handled. To illustrate the use of the table in this respect, the summary for the United States is selected. Below, the data are assembled for the various types of operation and kinds of business, showing the percentage of commodity coverage in each case together with the total reported sales of "cigars, cigarettes and other tobacco products".

Page number	Type of operation and kind-of-business or trade group	Percentage of commodity coverage 1/	Reported sales of "cigars, cigarettes and other tobacco products". commodity No. 89
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS		
27	Beer, wines and liquors	94.4	$4,087,000
28	Drugs (full line)	72.4	3,975,000
28	Drugs and drug sundries (specialty lines)	94.1	270,000
30	General merchandise	92.1	1,886,000
30	Groceries (full line)	50.6	65,353,000
31	Groceries and foods (specialty lines)	86.2	15,817,000
33	Tobacco and its products (except leaf)	89.5	587,407,000
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)		
37	Tobacco and its products (except leaf)	100.0	404,137,000
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)		
39	Tobacco and its products (except leaf)	82.2	260,026,000
	AGENTS AND BROKERS		
43	Tobacco and its products (except leaf)	95.5	1,375,000

In addition small amounts of "cigars, cigarettes and tobacco" are sold by other classes of establishments, but the sales in each case, constitute less than one-tenth of one percent of the total for the kind-of-business or trade group.

Tabulations similar to the above can be prepared for any of the reported commodities. By way of assistance in locating information in the table, each major commodity is given a number (see Page 25) which remains the same throughout the study and appears in the stub to the left of the classification Under each trade classification, the commodities found therein are listed in numerical order. The omission of a number means that either the item is not found or it is not of sufficient importance to be shown separately.

1/ For explanation of "commodity coverage" see page 7.

DESCRIPTION OF TERMS

To assist in the understanding of the data in this report, the following explanation of terms is given:

WHOLESALE ESTABLISHMENTS.--Wholesale establishments, as the term is used here, are places of business engaged primarily in selling, or acting as agents in purchasing or selling, goods on a wholesale basis. In addition to the conventional types of wholesalers, the number includes producer-controlled selling branches and offices, agents and brokers, bulk tank stations and assemblers of farm products with established places of business.

Selling on a wholesale basis is selling primarily to retailers, institutions. industrial users and other wholesale organizations, for resale or further processing or business use, rather than for personal or household consumption.

For census purposes, the number of wholesalers does not include peddlers or others selling at wholesale without recognizable places of business; nor establishments engaged in wholesaling as a secondary activity; nor central administrative offices of wholesale concerns when reported as separate establishments. Wholesaler-retailers are included if more than half of their business is at wholesale.

NET SALES.--The term net sales is used in the Census to include total receipts from the sale of merchandise or services, or from rentals or derived from other sources in the normal operation of the business. Sales taxes are included, but not the value of goods returned by, nor allowances made to, customers.

Some wholesale establishments are engaged primarily in buying or assembling goods, the selling phase being incidental or non-existent inasmuch as such purchases may be made for parent organizations or for clients. Brokers, too, may represent buyers rather than sellers. Consequently, the term net sales is used to include the purchases made by country buyers of farm products and by other buying agents as well as the activities of agents and brokers operating on a commission basis, irrespective of whether they represented clients who are selling or buying. However, no transaction has been counted more than once; that is, either the purchasing phase was considered or the selling phase.

In the case of agents and brokers operating on a commission basis it was sometimes necessary to compute net sales on the basis of average commission rates or fees charged. These rates or fees were either reported by the agents and brokers concerned or were obtained through a computation of such rates and commissions reported by other agents and brokers operating in a similar manner in the same geographic division of the United States. This method was necessitated by the fact that many agents and brokers maintain records only of commissions received and do not have actual figures covering their operations in behalf of clients for whom they buy or sell goods.

COMMODITY COVERAGE.--Commodity coverage is the ratio which sales made by establishments reporting commodity figures bear to the total sales of all establishments in the same classification. For instance, total sales of all establishments reporting a commodity analysis amounted to $38,517,229,000 as compared with sales for all establishments of $42,802,913,000; hence, commodity coverage is 89.9 percent.

TYPES OF OPERATION

In presenting the data, wholesale establishments have been divided, according to the type of establishment or the nature of the function performed, into 6 groups as described below. Establishments engaged in more than one type of operation are classified according to their major activity in 1935.

1. Full-Service and Limited-Function Wholesalers.--The first of six functional type groups consists of full-service and limited-function wholesalers including exporters, importers and industrial distributors-establishments engaged in buying and selling goods on their own account and largely independent in ownership. Establishments in this classification usually warehouse the goods which they distribute, and sell primarily to retailers, although some handle goods which are sold chiefly to industrial users.

The leading type of establishment in this group is the conventional wholesale merchant, who accounts for 88 percent of the establishments and 82 percent of net sales. The term covers most full-function wholesalers operating primarily in the domestic market. Wholesale merchants buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. Although they sell primarily to retailers, substantial quantities of merchandise are sold by them to industrial and commercial users, (such as restaurants, hotels, institutions, public utilities, manufacturers) and to other wholesalers.

For census purposes no distinction is made between the terms wholesale merchant and jobber.

2. Manufacturers' Sales Branches (With Stocks).--This classification consists of wholesale outlets owned and operated by manufacturers apart from their plants, primarily for the purposes of carrying stocks and selling and delivering their own products. Sales of manufacturers' sales branches include bookings (sales for direct delivery from plant) as well as sales from stocks at the branches. Subsidiary sales corporations of manufacturers have been classified as full-service and limited-function wholesalers rather than manufacturers' sales branches.

3. Manufacturers' Sales Offices (Without Stocks).--The third type of operation consists of establishments maintained by manufacturers apart from their plants for the purpose of selling their products. Sales offices are distinguished from sales branches by the fact that they do not include facilities for the physical storage, handling and delivery of merchandise.

4. Bulk Tank Stations.--For census purposes bulk tank stations are wholesale establishments engaged primarily in storing and distributing gasoline, oil and other petroleum products. The classification includes bulk stations servicing retail filling stations owned by the same organization, as well as stations selling to independent retailers or industrial users. It embraces stations independently owned and operated, chain-operated stations, and commission stations owned by chains but operated by managers with a proprietary interest.

5. Agents and Brokers (Functional Middlemen).--The fifth type group includes middlemen who negotiate purchases and/or sales in domestic or foreign trade, but who do not, as a rule, take title to the goods. A chief additional function is to furnish marketing information. They commonly receive their remuneration in the form of commissions or fees. This classification includes auction companies, merchandise brokers, commission merchants, export agents, import agents, manufacturers' agents, selling agents, purchasing agents, and resident buyers.

6. Assemblers.--The sixth group includes establishments engaged primarily in the purchase or sale of farm products at local producing points or in cities convenient to producing regions. The emphasis is on the buying phase, since it is the principal function of these organizations to assemble and concentrate farm products which are produced on a relatively small scale into quantities large enough for economical shipment and handling. Most assemblers operate in what may be termed the local growers' markets. The classification includes firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. Under this heading are included cream stations, cooperative marketing associations, grain elevators, packers and shippers of fruits and vegetables and sea foods, and other country buyers of farm products.

KINDS OF BUSINESS

In addition to classification by type of operation, each establishment is classified by kind of business (drugs, groceries, hardware, etc.) based upon the principal lines of merchandise handled or trade designation. Guided largely by the experience of previous censuses, all wholesale establishments have been divided into 29 kind-of-business or trade groups. These groups comprise 142 minor or detailed classifications. (For a complete list, see Appendix.) In arranging the classifications, three factors were considered:

1. The way in which certain goods are distributed, namely the Channels of Distribution.

2. The Source of Supply of the commodity or commodities under consideration.

3. The Utilization of the commodity by those who purchase it from the reporting firm.

To illustrate, soap powder used for household consumption is included among groceries, since the great bulk of such merchandise is handled through grocery channels. This classification obviously follows the first basis mentioned, namely, channels of distribution. Hides and skins, on the other hand, are classified under "farm products-raw materials" on the basis of their source of supply. Similarly, fruits and vegetables are classified under "farm products-consumer goods". Shoes are classified under "clothing and furnishings" because of the way in which they are utilized.

In some cases it was necessary to combine 2 or 3 of the bases mentioned. For example, stoves and ranges are classified as "plumbing and heating equipment and supplies", partly because they are distributed through plumbing channels but largely because they are used for heating purposes, so that both the channels of distribution and utilization of the products are followed in this case.

To assist in determining the proper classification of establishments, each respondent was requested to give the usual name or designation by which the business is known to the trade or public. In addition, he was asked to name the principal lines of merchandise sold or handled, in the order of their importance, based upon net sales for 1935. The information supplied in the reply to these inquiries together with the analysis of sales by commodities served to determine the proper kind-of-business classification for the establishment. In general, the major business classification was arrived at through the trade designation, while the lines of merchandise or commodities handled determined the more detailed classification. Establishments engaged in more than one kind of business were classified according to the line that predominated during the year 1935.

TABLE 1

For convenience in comparing commodity information as given in Table 8 with other data on wholesale trade, Table 1 is included for each area covered by Table 8. This table which is included in other volumes of the Wholesale Census series, presents the total number of establishments in each area together with their net sales, operating expenses, personnel, pay roll and stocks on hand at the end of the year.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
UNITED STATES	176,756	$42,802,913	$4,163,480	97,225	1/ 1,260,553	1/ $2,022,262	1/ $1,976,337	1/ $45,925	2/ $3,106,609
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
MANUFACTURERS' SALES BRANCHES (With stocks)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
MANUFACTURERS' SALES OFFICES (Without stocks)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
BULK TANK STATIONS (PETROLEUM)	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Amusement and sporting goods	1,068	117,045	21,308	641	7,076	12,092	11,811	281	14,223
Automotive	5,672	780,424	131,401	3,363	49,514	75,276	74,539	737	107,830
Beer, wines and liquors	5,496	698,511	91,814	4,298	31,380	43,682	42,485	1,197	55,043
Chemicals and paints	1,426	275,301	46,008	627	10,741	20,530	20,191	339	32,559
Clothing and furnishings	3,960	648,881	88,577	3,177	25,383	46,350	45,761	589	73,495
Coal and coke	773	368,695	34,955	292	8,847	16,464	15,861	603	26,052
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348
Drugs and drug sundries (specialty lines)	1,268	123,469	25,760	774	8,010	12,420	12,212	208	13,206
Dry goods (full line)	306	265,724	38,426	164	14,272	22,030	21,944	86	46,295
Dry goods (specialty lines)	3,301	719,676	82,228	2,477	22,652	43,398	42,919	479	118,548
Electrical goods	2,438	576,542	99,460	1,051	30,088	52,495	51,924	571	75,424
Farm products - raw materials	2,199	1,562,487	105,198	1,557	21,693	34,200	31,953	2,247	235,379
Farm products - consumer goods	11,188	1,941,059	213,552	10,128	77,316	107,165	104,118	3,047	47,140
Farm supplies	1,433	281,731	35,100	892	12,739	16,566	15,840	726	33,213
Furniture and house furnishings	1,959	243,457	43,345	1,335	13,978	23,106	22,737	369	50,742
General merchandise	209	361,647	28,076	122	9,266	13,942	13,782	160	34,052
Groceries (full line)	3,833	1,953,762	173,757	1,443	67,563	98,077	97,352	725	242,071
Groceries and foods (specialty lines)	12,156	1,682,961	209,791	10,434	79,646	108,429	105,838	2,591	132,811
Hardware	1,129	428,249	77,981	454	30,741	46,178	45,851	327	106,980
Jewelry and optical goods	1,801	180,685	35,481	1,300	11,105	19,185	18,973	212	47,213
Lumber and construction materials	2,817	491,857	82,051	1,251	27,245	42,813	40,839	1,974	63,652
Machinery, equipment and supplies	7,198	835,647	171,511	3,705	57,140	95,410	93,625	1,785	157,474
Metals and metal work (except scrap)	810	281,996	37,315	307	10,623	19,324	19,026	298	39,939
Paper and its products	2,549	408,935	74,843	1,417	25,605	44,459	43,957	502	57,933
Petroleum and its products	674	132,399	17,137	389	4,437	8,089	7,977	112	6,485
Plumbing and heating eqpt. and spls.	1,743	243,173	48,202	636	16,919	26,851	26,396	455	50,812
Tobacco and its products (except leaf)	2,253	783,368	42,853	1,859	14,687	21,547	21,315	232	40,902
Waste materials	4,793	399,664	58,093	4,405	29,461	30,482	29,230	1,252	34,117
All other	4,184	550,233	72,850	3,052	26,352	39,250	38,275	975	68,711
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
Amusement and sporting goods	241	102,090	19,228	--	5,456	9,304	9,282	22	11,836
Automotive	896	1,261,865	90,159	6	23,611	45,242	44,867	375	68,563
Beer, wines and liquors	377	265,812	37,390	6	5,284	11,533	11,468	65	19,759
Chemicals and paints	561	427,535	64,137	12	10,945	25,427	25,179	248	36,117
Clothing and furnishings	345	282,163	34,296	82	8,205	18,195	18,092	103	38,915
Coal and coke	10	8,331	1,470	--	359	694	692	2	261
Drugs and drug sundries	270	128,468	33,997	11	7,050	13,566	13,544	22	11,924
Dry goods	208	180,322	19,532	28	4,690	10,207	10,163	44	36,700
Electrical goods	428	349,819	31,685	6	7,832	17,676	17,554	122	21,800
Farm products - consumer goods	327	71,570	17,555	5	4,313	7,129	7,056	73	2,527
Farm supplies	74	31,785	4,831	2	917	1,830	1,815	15	2,679
Furniture and house furnishings	250	78,959	10,888	17	2,473	4,980	4,921	59	8,739
Groceries and foods (specialty lines)	3,102	2,252,166	202,190	32	51,576	87,265	86,224	1,041	82,245
Hardware	62	18,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and optical goods	249	91,458	10,921	10	3,102	5,366	5,357	9	11,405
Lumber and construction materials	261	112,792	18,684	8	5,510	10,253	9,816	437	13,485
Machinery, equipment and supplies	2,642	693,362	145,642	28	43,085	83,199	82,282	917	112,269
Metals and metal work (except scrap)	271	243,350	23,986	5	7,041	12,685	12,615	70	42,027

(continued)

* Includes no compensation for proprietors and firm members of unincorporated businesses 1/ Inasmuch as it was impracticable to obtain employment and pay-roll for commission bulk tank stations, these data are not included. 2/ Includes stocks not owned but held on consignment valued at $124,872,000.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY (Continued)

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)									
Paper and its products	206	$150,420	$18,490	6	4,433	$9,168	$9,148	$20	$14,354
Petroleum and its products	56	18,175	3,801	--	814	1,910	1,904	6	1,981
Plumbing and heating eqpt. and spls.	367	102,251	21,310	8	6,313	9,701	9,461	240	17,885
Tobacco and its products (except leaf)	65	407,526	50,103	7	3,380	7,007	7,007	--	12,261
All other	366	167,468	18,090	19	4,177	8,916	8,848	68	24,872
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
Amusement and sporting goods	140	119,173	19,265	1	5,552	10,311	10,309	2	--
Automotive	36	53,549	3,575	--	688	1,687	1,686	1	--
Beer, wines and liquors	37	81,280	9,248	--	928	2,470	2,470	--	--
Chemicals and paints	209	190,157	18,822	1	2,484	7,164	7,127	37	--
Clothing and furnishings	208	101,042	7,572	52	1,286	3,823	3,784	39	--
Coal and coke	6	11,526	348	--	48	136	136	--	--
Drugs and drug sundries (specialty lines)	31	9,940	2,135	8	518	1,024	1,014	10	--
Dry goods (specialty lines)	133	225,476	8,182	9	1,685	4,491	4,472	19	--
Electrical goods	263	137,180	8,367	1	1,655	4,377	4,285	92	--
Farm products - consumer goods	5	3,350	696	--	57	109	109	--	--
Farm supplies	33	17,043	2,293	1	343	673	651	22	--
Furniture and house furnishings	114	56,079	4,547	17	598	1,643	1,635	8	--
Groceries and foods (specialty lines)	206	253,777	34,223	6	3,243	7,010	7,004	6	--
Hardware	31	10,072	926	1	216	541	540	1	--
Jewelry and optical goods	41	6,515	644	7	146	402	400	2	--
Lumber and construction materials	277	169,299	18,868	6	4,421	9,994	9,932	62	--
Machinery, equipment and supplies	1,146	492,453	31,111	19	6,714	17,847	17,616	231	--
Metals and metal work (except scrap)	476	1,021,883	29,371	4	5,502	15,703	15,625	78	--
Paper and its products	181	136,843	7,988	3	1,069	3,282	3,195	87	--
Petroleum and its products	25	46,880	7,017	1	955	2,350	2,350	--	--
Plumbing and heating eqpt. and spls.	178	22,954	3,130	3	666	1,497	1,441	56	--
Tobacco and its products (except leaf)	128	316,336	7,993	1	1,356	2,781	2,781	--	--
All other	292	137,267	13,588	8	2,765	6,778	6,704	74	--
BULK TANK STATIONS									
Petroleum and its products	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
Amusement and sporting goods	245	23,931	3,277	216	807	1,542	1,514	28	333
Automotive	448	68,681	4,038	397	995	1,691	1,647	44	2,423
Beer, wines and liquors	73	21,473	916	49	230	482	477	5	334
Chemicals and paints	420	98,427	9,857	290	1,083	2,540	2,460	80	1,557
Clothing and furnishings	1,203	417,123	13,033	1,133	3,734	7,807	7,722	85	786
Coal and coke	440	427,346	25,300	82	3,874	10,087	9,911	176	12,443
Drugs and drug sundries (specialty lines)	140	26,894	1,854	123	643	1,078	1,071	7	194
Dry goods (full line)	14	23,061	289	11	78	174	173	1	5
Dry goods (specialty lines)	938	1,015,100	28,403	814	5,851	15,817	15,723	94	12,528
Electrical goods	638	45,863	3,367	534	1,221	1,832	1,775	57	1,762
Farm products - raw materials	3,010	2,710,088	44,692	2,976	16,987	22,004	20,147	1,857	20,151
Farm products - consumer goods	1,484	766,282	28,907	1,182	8,123	14,989	14,420	569	5,109
Farm supplies	287	87,342	2,218	249	529	975	948	27	342
Furniture and house furnishings	428	75,283	4,026	362	1,181	2,352	2,278	74	1,485
General merchandise	69	66,475	2,430	57	658	1,477	1,450	27	245
Groceries (full line)	21	11,565	262	17	79	135	135	--	120
Groceries and foods (specialty lines)	2,219	1,796,819	26,516	1,743	7,044	14,602	14,408	194	11,233
Hardware	288	32,508	2,099	254	648	1,103	1,061	42	428
Jewelry and optical goods	124	6,682	429	119	117	216	213	3	298
Lumber and construction materials	794	139,147	8,632	553	2,228	4,315	4,103	212	1,062
Machinery, equipment and supplies	2,496	210,757	20,400	1,922	5,529	11,262	10,795	467	5,237
Metals and metal work (except scrap)	377	173,229	5,178	282	1,068	2,844	2,731	113	1,324
Paper and its products	250	38,989	2,014	233	542	1,084	1,055	29	162
Petroleum and its products	109	72,733	1,729	63	327	867	841	26	144
Plumbing and heating eqpt. and spls.	427	25,790	2,680	313	888	1,462	1,409	53	636
Tobacco and its products (except leaf)	9	1,529	49	10	12	26	26	--	1
Waste materials	112	40,369	1,930	59	310	901	891	10	558
All other	1,084	484,590	12,224	907	3,499	6,202	6,031	171	8,665
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
Farm products - raw materials	14,293	1,493,387	66,320	7,802	30,085	28,507	25,848	2,659	175,717
Farm products - consumer goods	10,814	865,968	87,730	7,694	48,553	39,999	32,444	7,555	13,065
Farm supplies	511	29,250	2,422	376	1,322	1,170	1,019	151	1,574
Groceries and foods (specialty lines)	592	69,541	8,946	524	6,869	4,270	3,103	1,167	4,373
All other	305	4,865	827	299	549	455	413	42	421

* Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Inasmuch as it was impracticable to obtain employment and pay-roll for commission bulk tank stations, these data are not included.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITY OF NEW YORK
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	21,418	$9,617,910	$861,920	13,749	1/ 199,318	1/ $416,328	1/ $411,913	1/ $4,415	2/ $656,888
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	15,725	3,974,160	481,169	10,646	126,246	244,276	241,206	3,070	464,327
MANUFACTURERS' SALES BRANCHES (With stocks)	1,101	1,645,304	208,917	102	39,260	86,031	85,667	364	158,434
MANUFACTURERS' SALES OFFICES (Without stocks)	716	1,007,278	69,990	80	11,887	33,353	33,116	237	--
BULK TANK STATIONS (PETROLEUM)	60	79,943	8,957	10	1/	1/	1/	1/	3,253
AGENTS AND BROKERS	3,776	2,861,936	90,602	2,904	18,868	47,164	46,491	673	30,530
ASSEMBLERS	40	49,289	2,285	7	498	942	920	22	344
BY KINDS OF BUSINESS									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	15,725	3,974,160	481,169	10,646	126,246	244,276	241,206	3,070	464,327
Amusement and Sporting Goods	276	39,952	7,122	170	2,099	4,197	4,147	50	4,540
Automotive	281	76,282	13,180	133	3,342	6,930	6,869	61	6,827
Beer, Wines and Liquors	257	95,556	14,163	80	3,679	6,942	6,862	80	11,733
Chemicals and Paints	271	116,753	20,084	107	2,656	6,592	6,537	55	10,897
Clothing and Furnishings	1,721	343,519	44,686	1,370	11,774	23,793	23,570	223	36,947
Coal and Coke	95	62,626	6,289	14	1,070	2,338	2,238	100	2,276
Drugs (full line)	11	14,087	1,613	3	543	956	955	1	2,266
Drugs and Drug Sundries (specialty lines)	395	52,444	11,399	192	3,135	5,502	5,443	59	5,773
Dry Goods (full line)	20	20,817	2,453	21	921	1,454	1,452	2	2,880
Dry Goods (specialty lines)	2,338	616,021	68,886	1,739	16,270	36,321	35,994	327	102,376
Electrical Goods	371	78,100	14,492	170	4,307	7,897	7,834	63	9,398
Farm Products - raw materials	684	250,645	16,668	534	3,056	7,231	6,930	301	39,609
Farm Products - consumer goods	1,233	402,372	38,237	1,081	9,672	18,617	18,420	197	8,396
Farm Supplies	38	14,161	2,073	18	325	674	672	2	2,020
Furniture and House Furnishings	845	105,816	19,456	572	5,395	10,222	10,095	127	22,920
General Merchandise	36	216,200	7,416	15	1,428	3,306	3,288	18	12,283
Groceries (full line)	61	125,649	13,611	60	4,204	7,648	7,636	12	12,656
Groceries and Foods (specialty lines)	1,376	370,604	42,156	986	11,164	20,864	20,686	178	31,272
Hardware	206	30,656	6,225	109	2,300	3,676	3,645	31	6,284
Jewelry and Optical Goods	859	88,797	15,104	733	3,596	7,440	7,370	70	26,108
Lumber and Construction Materials	308	51,199	10,342	88	3,137	5,863	5,428	435	7,905
Machinery, Equipment and Supplies	1,118	122,638	29,090	588	8,660	15,639	15,466	173	21,199
Metals and Metal Work (except scrap)	169	132,850	11,919	54	2,200	5,075	5,050	25	14,706
Paper and Its Products	664	102,535	16,789	399	5,348	9,719	9,621	98	10,874
Petroleum and Its Products	49	11,110	1,890	15	388	977	970	7	849
Plumbing and Heating Equipment and Spls.	265	38,164	7,464	93	2,366	4,140	4,073	67	6,584
Tobacco and Its Products (except leaf)	171	97,327	4,033	139	1,441	2,467	2,455	12	4,329
Waste Materials	609	49,768	7,969	521	3,108	4,179	4,075	104	3,418
All Other Products	998	247,312	26,360	642	6,662	13,617	13,425	192	37,002
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,101	1,645,304	208,917	102	39,260	86,031	85,667	364	158,434
Amusement and Sporting Goods	18	30,259	6,120	--	1,208	2,488	2,488	--	5,140
Automotive	43	80,482	5,767	--	1,795	3,382	3,357	25	4,791
Beer, Wines and Liquors	20	94,125	12,865	--	1,367	3,629	3,624	5	7,002
Chemicals and Paints	60	111,105	17,155	--	2,530	6,895	6,887	8	8,687
Clothing and Furnishings	147	114,095	12,990	51	2,721	7,003	6,975	28	16,598
Coal and Coke	4	4,103	1,235	--	301	577	577	--	241
Drugs and Drug Sundries (specialty lines)	61	62,918	17,869	1	3,649	6,602	6,594	8	6,056
Electrical Goods	36	50,841	4,639	--	1,138	2,921	2,899	22	2,692
Farm Products - consumer goods	9	16,787	2,423	--	496	923	922	1	784
Furniture and House Furnishings	32	16,252	2,910	4	552	1,310	1,303	7	2,547
Groceries and Foods (specialty lines)	128	282,510	23,991	5	5,261	10,334	10,270	64	11,659
Jewelry and Optical Goods	29	63,098	3,095	8	625	1,468	1,468	--	7,484
Lumber and Construction Materials	18	4,777	1,130	--	289	640	615	25	755
Machinery, Equipment and Supplies	206	99,339	23,258	5	6,923	14,408	14,312	96	17,058
Metals and Metal Work (except scrap)	29	70,952	3,701	--	828	2,046	2,042	4	13,902
Paper and Its Products	32	72,260	8,122	--	1,213	3,184	3,176	8	6,002
Plumbing and Heating Equipment and Spls.	35	15,628	3,555	1	839	1,676	1,661	15	2,160
All Other	194	455,773	58,092	27	7,525	16,545	16,497	48	44,876

(continued on next page)

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITY OF NEW YORK

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	716	$1,007,278	$69,990	80	11,887	$33,353	$33,116	$237	--
Amusement and Sporting Goods	10	12,618	1,001	1	346	577	577	--	--
Chemicals and Paints	40	80,761	8,061	1	1,076	3,444	3,412	32	--
Druge and Drug Sundries (specialty lines)	13	4,903	1,066	--	111	227	225	2	--
Dry Goods (specialty lines)	39	158,932	6,304	3	1,364	3,475	3,457	18	--
Electrical Goods	27	30,861	2,367	--	525	1,562	1,558	4	--
Groceries and Foods (specialty lines)	24	31,382	1,872	1	350	853	852	1	--
Hardware	9	4,338	524	--	109	298	297	1	--
Jewelry and Optical Goods	13	2,364	191	6	49	124	122	2	--
Lumber and Conetruction Matarials	38	30,239	4,737	--	1,004	2,591	2,554	37	--
Machinery, Equipment and Supplies	143	144,252	10,738	6	1,922	5,667	5,643	24	--
Matals and Metal Work (except scrap)	55	156,877	4,180	1	742	2,496	2,479	17	--
Petroleum and Its Products	5	27,456	4,421	--	481	1,295	1,295	--	--
Plumbing and Heating Equipment and Spls.	16	3,287	466	1	98	282	282	--	--
All Other 3/	284	319,008	24,062	60	3,710	10,462	10,363	99	--
BULK TANK STATIONS									
Petroleum and Its Products	60	79,943	8,957	10	1/	1/	1/	1/	$3,253
AGENTS AND BROKERS	3,776	2,861,936	90,602	2,904	18,868	47,164	46,491	673	30,530
Automotive	58	29,148	1,872	33	273	597	594	3	1,395
Beer, Wines and Liquors	4	957	68	2	19	52	52	--	--
Chemicals and Paints	105	53,102	7,133	62	384	1,214	1,190	24	402
Coal and Coke	33	73,561	3,465	5	370	1,160	1,144	16	4,684
Drugs (full line)	1	16,969	1,060	49	347	667	665	2	84
Druge and Drug Sundries (specialty lines)	53								
Dry Goods (full line)	9	21,995	234	8	61	144	143	1	1
Dry Goods (specialty lines)	402	842,749	24,689	359	5,027	14,057	13,985	72	10,547
Electrical Goods	132	11,810	928	98	292	495	486	9	398
Farm Products - raw materials	187	184,282	3,050	150	603	1,499	1,488	11	1,659
Farm Products - consumer goods	214	220,530	7,657	143	1,553	4,037	3,905	132	1,088
Farm Supplies	16	7,152	203	9	43	93	92	1	127
Furniture and House Furnishings	121	33,282	1,580	93	444	942	921	21	149
General Merchandise	42	57,415	2,061	31	534	1,259	1,239	20	164
Groceries and Foods (specialty lines)	324	451,232	5,288	285	1,233	2,918	2,895	23	1,658
Hardware	69	10,471	892	56	260	463	456	7	146
Jewelry and Opticel Goods	55	2,653	147	53	46	80	78	2	146
Lumber and Construction Materials	96	13,669	1,207	48	293	658	612	46	77
Machinery, Equipment and Supplies	440	58,005	6,093	271	1,364	3,464	3,384	80	1,313
Metals and Metal Work (except scrap)	92	83,756	1,832	57	360	1,137	1,065	72	376
Plumbing and Heating Equipment and Spls.	66	5,750	593	43	190	334	331	3	71
Tobacco and Its Products (except leaf)	3	155	1	4	1	1	1	--	--
All Other	1,254	683,293	20,549	1,045	5,171	11,893	11,765	128	6,045
ASSEMBLERS	40	49,289	2,285	7	498	942	920	22	344
Farm Products - raw materials	3	41	15	2	10	8	7	1	4
Farm Products - consumer goods	25	48,410	2,042	1	355	806	795	11	250
Groceries and Foods (specialty lines)	6	732	191	--	124	119	109	10	90
All Other 4/	6	106	37	4	9	9	9	--	--

*Includes no compensation for proprietors and firm members of unincorporated businesses.
1/Does not include employment and pay roll for commission bulk tank stations. (See text).
2/Includes stocks not owned but held on consignment valued at $27,976,000.
3/Includes 4 establishments dealing in automotive products; 7 in beer, wines and liquors; 135 in clothing and furnishings; 1 in farm products - raw materials; 1 in farm supplies; 31 in furniture and house furnishings; 42 in paper and its products; 3 in tobacco and its products (except leaf); and 60 in all other products.
4/Includes 2 establishments dealing in farm supplies and 4 in all other products.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITY OF CHICAGO, ILLINOIS
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	6,462	$3,269,729	$297,664	3,435	1/ 83,349	1/ $154,706	1/ $152,710	1/ $1,996	2/ $159,244
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,999	1,092,008	151,467	2,438	50,339	83,407	82,064	1,343	102,971
MANUFACTURERS' SALES BRANCHES (With stocks)	696	657,260	84,468	21	20,379	41,983	41,706	277	49,536
MANUFACTURERS' SALES OFFICES (Without stocks)	398	481,902	28,350	8	5,465	13,667	13,622	45	--
BULK TANK STATIONS (PETROLEUM)	76	72,631	9,950	5	1/	1/	1/	1/	2,404
AGENTS AND BROKERS	1,273	914,446	21,907	958	5,046	11,088	10,793	295	4,275
ASSEMBLERS	20	51,482	1,522	5	379	810	785	25	58
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,999	1,092,008	151,467	2,438	50,339	83,407	82,064	1,343	102,971
Amusement and Sporting Goods	49	5,595	1,328	26	385	708	678	30	632
Automotive	247	44,112	7,500	115	2,563	4,468	4,412	56	5,078
Beer, Wines and Liquors	199	44,230	4,823	139	1,848	2,604	2,554	50	4,434
Chemicals and Paints	87	12,751	2,381	24	597	1,253	1,244	9	1,242
Clothing and furnishings	260	35,146	5,328	193	1,502	2,670	2,626	44	3,585
Coal and Coke	47	33,672	2,924	11	603	1,409	1,370	39	369
Drugs (full line)	10	19,515	2,385	--	763	1,179	1,178	1	2,419
Drugs and Drug Sundries (specialty lines)	96	13,334	2,726	61	714	1,237	1,228	9	1,749
Dry Goods (full line)	3	71,996	10,756	90	4,275	6,087	6,057	30	10,860
Dry Goods (specialty lines)	149								
Electrical Goods	138	34,937	6,420	52	1,993	3,499	3,445	54	3,532
Farm Products - raw materials	53	66,743	3,647	23	989	2,109	2,094	15	4,789
Farm Products - consumer goods	433	159,081	13,973	376	3,996	7,680	7,515	165	3,628
Farm Supplies	23	8,773	1,875	11	629	811	790	21	1,224
Furniture and House Furnishings	152	17,795	2,966	88	1,029	1,710	1,663	47	2,453
General Merchandise	14	19,571	3,337	3	1,326	1,782	1,746	36	2,930
Groceries (full line)	44	73,111	9,706	16	3,790	6,052	6,036	16	9,266
Groceries and Foods (specialty lines)	527	122,770	15,589	391	5,154	8,237	8,079	158	6,895
Hardware	51	18,193	3,305	24	1,343	1,604	1,578	26	3,736
Jewelry and Optical Goods	107	19,139	3,963	53	1,350	2,240	2,212	28	4,483
Lumber and Construction Materials	148	33,565	5,873	47	1,621	3,072	2,925	147	3,902
Machinery, Equipment and Supplies	377	61,586	16,559	194	5,160	8,749	8,635	114	10,051
Metals and Metal Work (except scrap)	46	14,148	2,674	13	892	1,734	1,711	23	2,388
Paper and Its Products	155	39,197	6,666	86	1,926	3,922	3,863	59	4,145
Petroleum and Its Products	25	3,468	539	9	172	319	312	7	111
Plumbing and Heating Equipment and Spls.	88	12,215	2,693	40	904	1,665	1,635	30	2,446
Tobacco and Its Products (except leaf)	65	35,856	1,499	57	556	871	864	7	2,467
Waste Materials	190	34,409	4,520	144	2,261	2,594	2,540	54	1,373
All Other Products	216	37,100	5,512	152	1,998	3,142	3,074	68	2,784
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	696	657,260	84,468	21	20,379	41,983	41,706	277	49,536
Automotive	35	62,492	4,367	--	1,199	2,456	2,447	9	4,803
Beer, Wines and Liquors	19	39,293	4,191	--	697	1,426	1,424	2	1,031
Dry Goods (specialty lines)	22	8,785	735	--	225	478	478	--	570
Farm Products - consumer goods	5	4,492	1,469	--	314	770	770	--	118
Groceries and Foods (specialty lines)	96	190,348	14,048	1	3,507	6,612	6,540	72	7,014
Hardware	9	2,766	395	--	119	225	225	--	218
Jewelry and Optical Goods	16	8,620	1,312	--	356	708	707	1	792
Lumber and Construction Materials	19	21,432	3,822	--	852	2,126	2,056	70	1,506
Machinery, Equipment and Supplies	164	70,652	15,645	2	4,054	8,518	8,475	43	8,213
Plumbing and Heating Equipment and Spls.	28	9,435	1,836	2	650	930	925	5	1,187
All Other	283	238,945	36,648	16	8,406	17,734	17,659	75	24,084

(continued on next page)

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITY OF CHICAGO, ILLINOIS
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	398	$481,902	$28,350	8	5,465	$13,667	$13,622	$45	--
Amusement and Sporting Goods	4	5,093	679	--	217	359	359	--	--
Automotive equipment	4	1,399	148	--	30	84	84	--	--
Clothing and Furnishings	17	4,475	190	2	46	125	125	--	--
Drugs and Drug Sundries (specialty lines)	5	506	34	2	7	13	13	--	--
Dry Goods (specialty lines)	20	10,009	341	--	78	250	250	--	--
Furniture and House Furnishings	22	15,808	1,199	1	131	368	368	--	--
Groceries and Foods (specialty lines)	11	35,523	3,126	--	442	848	847	1	--
Hardware (specialty lines)	6	3,136	238	1	71	133	133	--	--
Jewelry and Optical Goods	11	929	77	1	17	59	59	--	--
Lumber and Construction Materials	28	32,994	4,184	--	1,015	2,344	2,329	15	--
Machinery, Equipment and Supplies	110	91,080	4,501	--	904	2,614	2,608	6	--
Paper and Its Products	25	18,803	1,009	--	200	562	562	--	--
Plumbing and Heating Equipment and Spls.	15	2,130	356	1	94	188	182	6	--
All Other 3/	120	260,017	12,268	--	2,213	5,720	5,703	17	--
BULK TANK STATIONS									
Petroleum and Its Products	76	72,631	9,950	5	1/	1/	1/	1/	$2,404
AGENTS AND BROKERS	1,273	914,446	21,907	958	5,046	11,088	10,793	295	4,275
Automotive	24	5,464	336	20	102	161	154	7	9
Beer, Wines and Liquors	6	862	57	4	19	39	39	--	--
Chemicals and Paints	28	4,145	310	19	81	172	161	11	8
Clothing and Furnishings	99	16,525	499	104	157	201	189	12	63
Coal and Coke	31	31,681	2,554	--	388	1,057	1,033	24	455
Drugs and Drug Sundries (specialty lines)	16	2,640	160	11	84	107	105	2	2
Dry Goods (specialty lines)	91	55,238	1,077	62	202	478	472	6	565
Farm Products - raw materials	104	321,016	2,597	106	733	1,513	1,470	43	259
Farm Products - consumer goods	126	125,353	4,085	102	948	2,100	2,043	57	1,136
Furniture and House Furnishings	50	9,933	495	45	123	304	295	9	74
General Merchandise	4	2,006	63	3	20	45	45	--	--
Groceries (full line)	1	193,128	2,242	76	497	1,084	1,078	6	842
Groceries and Foods (specialty lines)	105								
Hardware	25	2,145	196	21	49	99	99	--	20
Jewelry and Optical Goods	12	1,530	100	11	23	45	45	--	4
Machinery, Equipment and Supplies	220	24,655	3,178	128	673	1,568	1,512	56	372
Paper and Its Products	28	7,059	265	23	67	155	153	2	--
Petroleum and Its Products	10	7,901	360	3	57	165	161	4	3
All Other	292	103,165	3,333	220	823	1,795	1,739	56	663
ASSEMBLERS	20	51,482	1,522	5	379	810	785	25	58
Farm Products - raw materials	6	37,899	881	3	179	466	445	21	18
Farm Products - consumer goods	10	13,190	602	--	187	328	325	3	33
All Other 4/	4	393	39	2	13	16	15	1	7

* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).

2/ Includes stocks not owned but held on consignment valued at $4,668,000.

3/ Includes 3 establishments dealing in beer, wines and liquors; 22 in chemicals and paints; 17 in electrical goods; 1 in farm products - consumer goods; 1 in farm supplies; 39 in metals and metal work (except scrap); 2 in petroleum and its products; 3 in tobacco and its products (except leaf); and 32 in all other products.

4/ Includes 3 establishments dealing in groceries and foods (specialty lines) and 1 in all other products.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	6,917	$2,089,325	$235,554	5,168	1/ 64,183	1/ $108,979	1/ $106,522	1/ $2,457	2/ $178,871
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,308	927,586	125,338	3,776	40,483	65,339	63,889	1,450	116,960
MANUFACTURERS' SALES BRANCHES (With stocks)	759	487,039	63,493	37	13,257	26,241	25,890	351	50,174
MANUFACTURERS' SALES OFFICES (Without stocks)	247	185,299	13,858	8	1,863	4,225	4,155	70	--
BULK TANK STATIONS (PETROLEUM)	84	65,332	9,429	9	1/	1/	1/	1/	2,626
AGENTS AND BROKERS	1,391	345,796	13,577	1,208	3,598	6,665	6,500	165	8,213
ASSEMBLERS	128	78,273	9,859	130	3,257	3,034	2,630	404	898
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,308	927,586	125,338	3,776	40,483	65,339	63,889	1,450	116,960
Amusement and Sporting Goods	106	16,287	1,972	66	658	1,156	1,133	23	2,403
Automotive	280	68,292	9,295	218	3,397	5,437	5,305	132	7,797
Beer, Wines and Liquors	228	39,856	5,284	159	1,771	2,602	2,532	70	3,804
Chemicals and Paints	85	11,118	1,947	67	615	993	966	27	1,656
Clothing and Furnishings	239	28,562	3,732	230	1,156	1,948	1,892	56	3,813
Coal and Coke	10	990	150	10	88	118	112	6	116
Drugs (full line)	9	28,668	4,220	2	1,558	2,198	2,194	4	5,284
Drugs and Drug Sundries (specialty lines)	103	7,825	1,773	81	506	870	852	18	1,107
Dry Goods (full line)	8	6,534	932	6	298	526	517	9	1,401
Dry Goods (specialty lines)	148	22,554	2,758	114	834	1,464	1,427	37	3,677
Electrical Goods	155	41,422	6,467	92	2,142	3,568	3,530	38	5,134
Farm Products - raw materials	68	56,423	3,591	53	522	1,041	1,008	33	7,860
Farm Products - consumer goods	541	98,436	11,729	625	3,878	5,982	5,746	236	1,840
Farm Supplies	35	18,392	2,202	18	658	1,007	990	17	2,198
Furniture and House Furnishings	159	15,932	2,767	143	986	1,396	1,362	34	3,474
General Merchandise	21	31,646	2,654	8	791	1,352	1,347	5	2,414
Groceries (full line)	84	66,054	5,414	51	1,956	3,298	3,286	12	8,292
Groceries and Foods (specialty lines)	527	118,723	16,395	692	5,123	8,472	8,309	163	10,014
Hardware	52	24,178	4,501	37	1,750	2,644	2,622	22	8,468
Jewelry and Optical Goods	125	15,126	2,859	105	904	1,502	1,464	38	3,212
Lumber and Construction Materials	119	30,075	4,982	76	1,492	2,659	2,571	88	4,904
Machinery, Equipment and Supplies	442	62,554	13,086	247	4,278	7,414	7,199	215	13,291
Metals and Metal Work (except scrap)	56	9,806	1,628	26	574	983	948	35	1,951
Paper and Its Products	88	15,350	3,143	65	1,182	2,040	2,022	18	3,496
Petroleum and Its Products	22	4,064	621	15	159	312	310	2	817
Plumbing and Heating Equipment and Spls.	66	9,299	1,749	35	619	1,034	1,024	10	2,146
Tobacco and Its Products (except leaf)	45	49,943	4,880	31	468	809	808	1	3,347
Waste Materials	93	10,142	1,551	86	791	823	789	34	807
All Other	394	19,335	3,056	418	1,329	1,691	1,624	67	2,237
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	759	487,039	63,493	37	13,257	26,241	25,890	351	50,174
Amusement and Sporting Goods	21	10,406	1,564	--	483	759	754	5	1,549
Automotive	52	55,596	4,616	1	1,249	2,412	2,398	14	4,112
Beer, Wines and Liquors	37	30,315	4,133	--	694	1,489	1,464	25	2,670
Chemicals and Paints	38	14,699	3,290	2	880	1,745	1,719	26	2,365
Clothing and Furnishings	51	17,842	2,228	12	579	1,325	1,312	13	2,703
Drugs and Drug Sundries (specialty lines)	29	8,017	1,857	--	395	966	965	1	923
Dry Goods (specialty lines)	31	8,135	775	3	217	471	470	1	1,615
Electrical Goods	36	18,435	2,102	5	527	1,171	1,170	1	1,984
Farm Products - consumer goods	4	677	207	--	40	75	75	--	32
Furniture and House Furnishings	18	4,608	584	3	157	282	276	6	870
Groceries and Foods (specialty lines)	78	167,926	20,368	2	2,735	5,452	5,320	132	12,048
Hardware	8	775	154	--	55	90	89	1	136
Jewelry and Optical Goods	14	3,134	747	--	171	397	397	--	539
Lumber and Construction Materials	22	5,725	928	--	251	495	493	2	457

(continued on next page)

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)									
Machinery, Equipment and Supplies	198	$33,838	$7,699	--	2,390	$4,565	$4,487	$78	$7,432
Metals and Metal Work (except scrap)	31	36,222	2,749	--	726	1,419	1,405	14	4,282
Paper and Its Products	27	13,900	2,108	2	678	1,227	1,220	7	2,388
Petroleum and Its Products	4	1,865	575	--	134	298	296	2	270
Plumbing and Heating Equipment and Spls.	23	7,153	1,305	4	439	661	643	18	1,474
Tobacco and Its Products (except leaf)	6	40,021	4,625	2	226	472	472	--	1,387
All other	31	7,770	879	1	231	470	465	5	938
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	247	185,299	13,858	8	1,863	4,225	4,155	70	--
Amusement and Sporting Goods	8	7,105	816	--	273	444	444	--	--
Beer, Wines and Liquors	4	3,454	485	--	57	139	139	--	--
Chemicals and Paints	12	8,841	851	--	91	242	242	--	--
Clothing and Furnishings	11	1,974	67	2	11	44	44	--	--
Drugs and Drug Sundries (specialty lines)	5	452	57	2	25	45	45	--	--
Dry Goods (specialty lines)	14	2,369	109	1	33	75	75	--	--
Electrical Goods	13	2,537	236	--	58	121	121	--	--
Furniture and House Furnishings	13	3,899	320	3	47	127	127	--	--
Groceries and Foods (specialty lines)	11	32,662	4,277	--	230	448	448	--	--
Jewelry and Optical Goods	7	292	25	--	10	21	21	--	--
Lumber and Construction Materials	19	8,348	648	--	171	362	362	--	--
Machinery, Equipment and Supplies	49	51,175	1,105	--	265	698	695	3	--
Metals and Metal Work (except scrap)	22	29,427	1,277	--	217	575	575	--	--
Paper and Its Products	22	19,245	2,336	--	99	325	263	62	--
Plumbing and Heating Equipment and Spls.	7	241	72	--	18	34	30	4	--
All other 3/	30	13,278	1,177	--	258	525	524	1	--
BULK TANK STATIONS									
Petroleum and Its Products	84	65,332	9,429	9	1/	1/	1/	1/	2,626
AGENTS AND BROKERS	1,391	345,796	13,577	1,208	3,598	6,665	6,500	165	8,213
Amusement and Sporting Goods	32	4,083	430	31	91	151	145	6	41
Automotive	54	4,715	334	46	108	169	162	7	282
Beer, Wines and Liquors	16	2,271	99	15	35	55	54	1	122
Chemicals and Paints	39	6,095	232	31	61	117	115	2	245
Clothing and Furnishings	143	15,572	500	144	100	165	162	3	164
Coal and Coke	3	72	11	2	3	4	4	--	--
Drugs and Drug Sundries (specialty lines)	27	3,476	206	23	103	126	124	2	104
Dry Goods (full line)	1	21,324	480	130	140	212	208	4	574
Dry Goods (specialty lines)	132								
Electrical Goods	89	5,376	441	72	180	247	235	12	574
Farm Products - raw materials	33	15,486	330	28	57	136	133	3	984
Farm Products - consumer goods	92	48,936	2,636	78	653	1,266	1,245	21	520
Farm Supplies	14	8,734	225	10	62	126	120	6	35
Furniture and House Furnishings	75	13,107	626	64	193	348	333	15	893
General Merchandise	9	2,388	132	8	33	72	72	--	12
Groceries (full line)	1	128,779	2,881	125	701	1,481	1,464	17	1,782
Groceries and Foods (specialty lines)	151								
Hardware	53	4,065	247	46	95	136	126	10	53
Jewelry and Optical Goods	35	1,649	106	34	24	51	51	--	137
Lumber and Construction Materials	43	8,435	602	33	116	227	222	5	316
Machinery, Equipment and Supplies	194	15,059	1,605	165	452	888	863	25	898
Metals and Metal Work (except scrap)	21	2,554	115	15	42	67	65	2	113
Paper and Its Products	24	3,287	377	23	71	131	122	9	37
Petroleum and Its Products	11	6,784	179	6	48	98	98	--	1
Plumbing and Heating Equipment and Spls.	37	2,889	375	30	103	197	193	4	267
All other 4/	62	20,660	408	49	127	195	184	11	59
ASSEMBLERS	128	78,273	9,859	130	3,257	3,034	2,630	404	898
Farm Products - raw materials	3	5,743	33	1	9	17	17	--	--
Farm Products - consumer goods	69	52,011	8,213	76	2,830	2,497	2,226	271	683
Farm Supplies	3	320	46	2	15	24	20	4	8
Groceries and Foods (specialty lines)	9	19,914	1,473	4	311	441	314	127	206
All other	44	285	94	47	92	55	53	2	1

* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at $12,101,000.

3/ Includes 2 establishments dealing in automotive products; 1 in farm products - consumer goods; 2 in hardware; 2 in petroleum and its products; 2 in tobacco and its products (except leaf); and 21 in all other products.

4/ Includes 2 establishments dealing in waste materials and 60 in all other products.

TABLE 8

COMMODITY SALES

In the following pages Table 8 is presented for the United States as a whole, for the Cities of New York and Chicago and a tabulation for Los Angeles and San Francisco combined. A complete list of the commodities for which data are shown separately is given below. The numbers which appear to the left of the major commodities are also used in the table for convenience in locating a particular item.

FOOD AND RELATED PRODUCTS

1. Bakery products
2. Beer and other malt liquors
3. Butter and cheese
4. Canned foods
   - Canned fruits
   - Canned vegetables
   - Canned fish and sea foods
   - Canned meats
   - Canned milk
   - Other
5. Coffee
   - Green
   - Roasted
6. Confectionery and ice cream
   - Candy
   - Chewing gum
   - Ice cream and ices
   - Other
7. Dairy and poultry products (except butter and cheese)
   - Eggs
   - Milk and cream, fluid
   - Poultry
   - Other
8. Fish and sea foods
   - Fresh fish
   - Cured and processed fish
   - Frozen fish
   - Other
9. Flour
10. Fruits and vegetables
    - Fresh fruits
    - Fresh vegetables
11. Groceries (except as listed)
    - Cereal preparations
    - Extracts and spices
    - Lard substitutes and cooking fats
    - Nuts (all kinds)
    - Butter substitutes
    - Pickles, preserves, and sauces
    - Rice
    - Teas
    - Other
12. Meats and meat products
    - Lard
    - Meats, fresh
    - Meats, cured or smoked
    - Other
13. Soft drinks
14. Sugar
15. Wines and liquors
    - Liquors
    - Wines
16. Other food and related products

FARM PRODUCTS - RAW MATERIALS

17. Cotton, raw
18. Feed
    - Hay, straw, and alfalfa
    - Mixed and other

FARM PRODUCTS - RAW MATERIALS (continued)

19. Grains
    - Corn
    - Wheat
    - Other
20. Hides, skins, and raw furs
21. Livestock
    - Cattle (including calves)
    - Hogs
    - Horses and mules
    - Sheep and lambs
    - Other
22. Seeds
23. Silk, raw
24. Tobacco, leaf
25. Wool, raw
26. Other farm products

CLOTHING, DRY GOODS, AND TEXTILES

27. Clothing and furnishings, men's and boys'
    - Hats and caps
    - Furnishings (except shoes)
    - Suits and overcoats
    - Work clothing
28. Clothing and accessories, women's and children's
    - Girls' wear
    - Infants' wear
    - Dresses
    - Hosiery
    - Millinery
    - Underwear, negligees, etc.
    - Suits and coats (except fur)
    - Other (except shoes and furs)
29. Furs and fur clothing
30. Notions
31. Piece goods
    - Cottons
    - Jute fabrics
    - Linens
    - Rayons
    - Silks and velvets
    - Woolens and worsteds
    - Domestics
    - Curtains, draperies, upholsteries
    - Other
32. Shoes and other footwear
    - Men's and boys' leather
    - Men's and boys' rubber
    - Women's and children's leather
    - Women's and children's rubber
    - Infants'
    - Other
33. Yarns
    - Cotton yarns
    - Rayon yarns
    - Silk yarns
    - Woolen and worsted yarns
    - Other
34. Textile products (except as listed)

AUTOMOBILES AND AUTOMOTIVE EQUIPMENT

35. Automobiles and motor vehicles
    - Automobiles, passenger
    - Commercial vehicles
    - Tractors
    - Motorcycles
36. Automotive parts and accessories
    - Batteries
    - Tires and tubes
    - Other equipment

CHEMICALS, DRUGS, AND RELATED PRODUCTS

37. Drugs and drug sundries
    - Druggists' rubber goods
    - Drugs, chemicals, pharmaceuticals
    - Proprietary medicines
    - Drug sundries (except soap)
38. Chemicals, industrial and heavy
39. Oils, animal and vegetable
40. Paints and varnishes
41. Soaps and toiletries
    - Toilet articles
    - Toilet preparations, except soaps
    - Toilet soaps
    - Other soaps
42. Other chemicals

ELECTRICAL COMMODITIES

43. Wiring supplies and electrical construction materials
    - Interior
    - Outside
    - Lighting fixtures
    - Incandescent lamps
44. Electrical apparatus and equipment
45. Radios, appliances, specialties
    - Radios and accessories
    - Electric refrigerators
    - Other electrical appliances

FURNITURE AND HOUSE FURNISHINGS

46. China, glassware, and crockery
47. Furniture, wooden and metal
    - Household
    - Office and store
48. House furnishings
    - Carpets and rugs
    - Other floor coverings
    - House furnishings (except as listed)
49. Musical instruments, accessories

HARDWARE AND KINDRED PRODUCTS

50. Hardware
    - Builders' hardware
    - Heavy hardware
    - Shelf or light hardware
    - Tools and cutlery
    - Wire screening
    - Other
51. Plumbing, heating, air-conditioning
    - Air-conditioning equipment
    - Gas appliances and supplies

TABLE 8

HARDWARE AND KINDRED PRODUCTS (continued)

Plumbing, heating, air-conditioning (continued)
- Oil burners
- Fittings, valves, brass goods
- Plumbing fixtures
- Stoves, ranges, furnaces (except gas and electric)

52. Sporting goods

53. Toys and games

MACHINERY, EQUIPMENT, AND SUPPLIES

54. Barber and beauty-parlor equipment

55. Farm machinery and garden equipment

56. Industrial equipment and supplies (except electrical and railroad)
- Belting, mechanical rubber goods, etc.
- Power transmission equipment
- Materials-handling equipment
- Metal-working tools
- Rope, cordage, and twine
- Other

57. Industrial machinery (non-electrical)
- Construction machinery
- Machine tools (power driven)
- Mine, quarry, pump machinery
- Oil well and refining machinery
- Power plant machinery (except electrical)
- Textile machinery
- Other

58. Office and store machines and equipment
- Office machines and equipment
- Store fixtures and equipment

59. Railroad equipment and supplies

60. Surgical, dental, hospital equipment

METALS AND METAL WORK

61. Aluminum, bars, wire, etc.

62. Building metal work

63. Copper

64. Iron and steel (except scrap)
- Iron and steel pipe
- Seamless steel tubing

METALS AND METAL WORK (continued)

Iron and steel (except scrap) (continued)
- Pig iron
- Rough castings and forgings
- Steel sheet
- Structural iron and steel
- Wire fencing
- Wire and wire rope or cable
- Other rolled iron and steel

65. Lead (metallic) and zinc

66. Metallic ores

67. Scrap iron and steel

68. Sheet-metal work - combined with 62

69. Nonferrous metals (except as listed)

NONMETALLIC MINERALS AND THEIR PRODUCTS

70. Brick, tile, and terra cotta

71. Building stone, slate, concrete

72. Cement, lime, plaster, stucco

73. Coal and coke
- Anthracite
- Bituminous
- Coke

74. Crude nonmetallic minerals (except as listed)

75. Glass (sheet and containers)
- Sheet glass
- Glass containers

76. Petroleum and its products
- Crude oil
- Gasoline and naphthas
- Fuel and gas oils
- Kerosene
- Lubricants, automotive
- Lubricants (except automotive)
- Other petroleum products

77. Sand, gravel, crushed stone

WOOD, PAPER, AND THEIR PRODUCTS

78. Books, magazines, sheet music, etc.

79. Logs, ties, pulpwood

WOOD, PAPER, AND THEIR PRODUCTS (continued)

80. Lumber

81. Paper goods (boxes, bags, cups, etc.)

82. Paper (printing, board, etc.)
- Cardboard and paper board
- Uncoated book, newsprint
- Wall paper

83. Stationery and supplies

84. Woodwork and wood products

COMMODITIES NOT GROUPED ELSEWHERE

85. Aircraft and parts
- Heavier than air
- Lighter than air
- Equipment and supplies

86. Boats

87. Building materials (except as listed)

88. Cameras and supplies

89. Tobacco products
- Cigars
- Cigarettes
- Other tobacco products

90. Fertilizer and fertilizer materials

91. Jewelry, silverware, etc.
- Clocks and watches
- Jewelry
- Precious stones and metals
- Silverware and plated ware

92. Junk and scrap (except iron)

93. Leather and cut stock

94. Luggage, harness, etc.

95. Motion picture film rentals

96. Optical goods

97. Rubber, crude

98. Second-hand merchandise

99. Miscellaneous commodities

100. Service and other receipts

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.-- COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 91.8%)	950			$107,419	100.0
27	Clothing and furnishings, men's and boys'	22	$4,536	6.5	294	.3
36	Automotive parts and accessories	9	3,619	3.0	110	.1
43	Wiring supplies and electrical construction materials	8	3,305	5.5	116	.1
45	Radios, appliances, specialties	55	6,761	11.2	757	.7
46	China, glassware, and crockery	20	3,228	24.1	779	.7
48	House furnishings	15	686	29.3	201	.2
50	Hardware	20	4,551	18.2	828	.8
52	Sporting goods	215	24,711	81.8	20,210	18.8
53	Toys and games	281	28,878	72.7	21,004	19.6
58	Office and store machines and equipment	12	898	41.8	375	.3
60	Surgical, dental, hospital equipment	3	1,126	24.7	278	.3
78	Books, magazines, sheet music, etc.	13	875	22.9	200	.2
83	Stationery and supplies	33	2,843	27.4	780	.7
88	Cameras and supplies	64	15,365	74.3	11,411	10.6
91	Jewelry, silverware, etc.	20	4,041	4.9	200	.2
95	Motion picture film rentals	158	29,349	97.4	28,584	26.6
	All other commodities	--	--	--	21,292	19.8
	AUTOMOTIVE TRADE (Commodity coverage, 95.2%)	5,416			743,303	100.0
35	Automobiles and motor vehicles	422	367,965	91.2	335,764	45.2
	Automobiles, passenger	284	287,886	88.4	254,479	--
	Commercial vehicles	115	82,624	15.5	12,775	--
	Tractors	39	12,620	56.2	7,089	--
	Motorcycles	4	1,028	7.7	79	--
	Amount not itemized	--	--	--	61,342	--
36	Automotive parts and accessories	5,243	679,765	52.2	354,598	47.7
	Batteries	1,980	219,924	7.4	16,200	--
	Tires and tubes	1,480	224,071	25.0	55,972	--
	Other equipment	3,843	512,374	40.7	208,755	--
	Amount not itemized	--	--	--	73,671	--
40	Paints and varnishes	213	20,721	7.8	1,619	.2
43	Wiring supplies and electrical construction materials	166	20,315	12.4	2,526	.4
44	Electrical apparatus and equipment	54	38,539	8.0	3,098	.4
45	Radios, appliances, specialties	376	79,403	20.1	15,979	2.2
50	Hardware	147	18,361	20.2	3,717	.5
52	Sporting goods	124	20,111	12.1	2,437	.3
56	Industrial equipment and supplies (except electrical and railroad)	69	8,175	15.5	1,271	.2
57	Industrial machinery (non-electrical)	29	5,177	19.3	999	.1
76	Petroleum and its products	337	73,456	4.3	3,171	.4
	Service and other receipts	--	--	--	15,190	2.0
	All other commodities	--	--	--	2,934	.4
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 94.4%)	5,177			659,293	100.0
1	Bakery products	21	5,610	15.4	862	.1
2	Beer and other malt liquors	4,057	339,319	73.2	248,503	37.7
4	Canned foods	36	13,607	7.8	1,060	.2
5	Coffee	15	9,181	12.5	1,145	.2
6	Confectionery and ice cream	113	27,696	8.3	2,303	.3
7	Dairy and poultry products (except butter and cheese)	34	13,185	7.6	1,002	.1
10	Fruits and vegetables	52	17,229	21.6	3,725	.6
11	Groceries (except as listed)	65	26,068	10.6	2,775	.4
12	Meats and meat products	21	9,974	15.4	1,536	.2
13	Soft drinks	772	84,237	13.5	11,363	1.7
14	Sugar	30	14,084	45.4	6,392	1.0
15	Wines and liquors	1,653	1,026,875	35.7	366,413	55.6
	Liquors	907	276,386	78.5	216,864	--
	Wines	1,009	233,625	19.4	45,345	--
	Amount not itemized	--	--	--	104,204	--
16	Other food and related products	34	10,187	11.3	1,155	.2
37	Drugs and drug sundries	18	12,713	9.1	1,155	.2
89	Tobacco products	58	21,907	18.7	4,087	.6
	Service and other receipts	--	--	--	29	--
	All other commodities	--	--	--	5,788	.9
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 89.4%)	1,277			245,986	100.0
36	Automotive parts and accessories	15	2,647	11.4	302	.1
37	Drugs and drug sundries	16	6,414	27.4	1,755	.7
38	Chemicals, industrial and heavy	237	$91,792	85.0	$78,001	31.7
39	Oils, animal and vegetable	117	24,007	18.5	4,446	1.8
40	Paints and varnishes	721	65,738	68.1	44,749	18.2
41	Soaps and toiletries	32	6,242	16.8	1,048	.4
42	Other chemicals	379	108,595	87.9	95,413	38.8
45	Radios, appliances, specialties	3	1,225	21.4	262	.1
48	House furnishings	32	4,656	16.1	750	.3
50	Hardware	96	9,888	9.5	944	.4
56	Industrial equipment and supplies (except electrical and railroad)	28	8,622	15.0	1,294	.5
69	Nonferrous metals (except as listed)	3	2,135	34.6	738	.3
74	Crude nonmetallic minerals (except as listed)	6	2,156	11.9	257	.1
75	Glass (sheet and containers)	109	16,626	17.7	2,940	1.2
76	Petroleum and its products	33	9,819	16.1	1,583	.7
82	Paper (printing, board, etc.)	222	18,476	17.7	3,274	1.3
87	Building materials (except as listed	25	4,457	15.5	692	.3
90	Fertilizer and fertilizer materials	4	2,363	31.2	738	.3
	Service and other receipts	--	--	--	1,281	.5
	All other commodities	--	--	--	5,519	2.3
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 95.0%)	3,705			616,481	100.0
27	Clothing and furnishings, men's and boys'	1,297	154,302	84.1	129,776	21.1
	Hats and caps	253	25,285	68.9	17,428	--
	Furnishings (except shoes)	664	82,421	65.3	53,837	--
	Suits and overcoats	316	37,489	78.7	29,506	--
	Work clothing	185	29,321	55.8	16,349	--
	Amount not itemized	--	--	--	12,656	--
28	Clothing and accessories, women's and children's	1,924	345,240	92.6	319,703	51.9
	Girls' wear	122	19,688	40.0	7,873	--
	Infants' wear	142	21,207	44.6	9,456	--
	Dresses	509	110,287	79.8	88,021	--
	Hosiery	446	79,889	60.3	48,200	--
	Millinery	394	47,970	90.8	43,533	--
	Underwear, negligees, etc.	298	56,520	41.6	23,492	--
	Suits and coats (except fur)	228	49,038	60.5	29,655	--
	Other (except shoes and furs)	367	77,577	61.9	48,001	--
	Amount not itemized	--	--	--	21,472	--
29	Furs and fur clothing	282	35,398	92.2	32,648	5.3
30	Notions	71	7,100	22.2	1,577	.2
31	Piece goods	74	22,778	11.1	2,537	.4
32	Shoes and other footwear	513	125,357	95.9	120,173	19.5
	Men's and boys' leather	236	60,683	39.2	23,761	--
	Men's and boys' rubber	108	45,238	9.4	4,271	--
	Women's and children's leather	271	85,876	70.3	60,384	--
	Women's and children's rubber	79	42,491	5.4	2,289	--
	Infants'	62	35,934	8.7	3,140	--
	Other	52	13,424	17.0	2,279	--
	Amount not itemized	--	--	--	24,049	--
33	Yarns	11	1,860	38.2	711	.1
34	Textile products (except as listed)	44	15,470	24.2	3,739	.6
94	Luggage, harness, etc.	9	1,395	73.3	1,022	.2
98	Second-hand merchandise	93	2,863	92.1	2,637	.4
	Service and other receipts	--	--	--	805	.1
	All other commodities	--	--	--	1,153	.2
	COAL AND COKE TRADE (Commodity coverage, 96.3%)	720			355,023	100.0
64	Iron and steel (except scrap)	5	3,107	16.7	520	.2
70	Brick, tile, and terra cotta	15	3,825	11.2	427	.1
72	Cement, lime, plaster, stucco	14	4,200	8.9	374	.1
73	Coal and coke	720	355,023	97.3	345,565	97.3
	Anthracite	262	159,358	40.0	63,749	--
	Bituminous	417	227,867	75.4	171,787	--
	Coke	173	120,210	15.2	18,235	--
	Amount not itemized	--	--	--	91,794	--
76	Petroleum and its products	29	16,794	16.5	2,777	.8
84	Woodwork and wood products	23	5,526	11.6	643	.2
	Service and other receipts	--	--	--	2,191	.6
	All other commodities	--	--	--	2,526	.7

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	DRUGS (FULL LINE) TRADE (Commodity coverage, 72.4%)	201			$234,515	100.0
2	Beer and other malt liquors	3	$4,988	4.9	244	.1
6	Confectionery and ice cream	47	49,956	4.7	2,336	1.0
15	Wines and liquors	85	143,279	18.5	26,531	11.3
	Liquors	21	22,106	11.4	2,529	--
	Wines	15	19,625	1.7	331	--
	Amount not itemized	--	--	--	23,671	--
37	Drugs and drug sundries*	201	234,515	80.3	188,289	80.3
	Druggists' rubber goods	87	67,807	2.7	1,842	--
	Drugs, chemicals, pharmaceuticals	94	70,021	22.3	15,625	--
	Proprietary medicines	94	70,021	37.2	26,070	--
	Drug sundries (except soap)	71	57,709	14.1	8,162	--
	Toilet articles	71	52,470	4.0	2,098	--
	Toilet preparations (except soaps)	74	53,273	8.6	4,565	--
	Toilet soaps	69	48,516	2.1	1,040	--
	Other soaps	32	21,949	1.7	368	--
	Amount not itemized	--	--	--	128,519	--
38	Chemicals, industrial and heavy	80	97,143	5.4	5,283	2.2
39	Oils, animal and vegetable	52	45,351	2.6	1,183	.5
40	Paints and varnishes	34	28,209	3.7	1,045	.4
45	Radios, appliances, specialties	14	16,209	2.7	435	.2
56	Industrial equipment and supplies (except electrical and railroad)	4	3,729	9.8	365	.2
58	Office and store machines and equipment	35	64,599	.9	606	.3
60	Surgical, dental, hospital equipment	9	14,470	6.1	880	.4
89	Tobacco products	53	76,227	5.2	3,975	1.7
	Service and other receipts	--	--	--	2,132	.9
	All other commodities	--	--	--	1,211	.5
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 94.1%)	1,169			116,209	100.0
6	Confectionery and ice cream	20	2,259	12.3	278	.2
11	Groceries (except as listed)	22	1,434	17.2	247	.2
37	Drugs and drug sundries	785	78,617	88.7	69,771	60.0
	Druggists' rubber goods	127	10,162	23.5	2,386	--
	Drugs, chemicals, pharmaceuticals	222	14,123	59.6	8,424	--
	Proprietary medicines	265	27,065	85.4	23,111	--
	Drug sundries (except soap)	279	33,994	65.9	22,408	--
	Amount not itemized	--	--	--	13,442	--
39	Oils, animal and vegetable	11	1,552	14.9	231	.2
41	Soaps and toiletries	519	59,837	65.3	39,059	33.6
	Toilet articles	129	8,180	35.0	2,867	--
	Toilet preparations (except soaps)	385	51,308	62.3	31,950	--
	Toilet soaps	114	9,384	14.3	1,338	--
	Other soaps	53	3,536	19.1	676	--
	Amount not itemized	--	--	--	2,228	--
42	Other chemicals	26	2,031	19.2	390	.4
45	Radios, appliances, specialties	9	1,675	20.8	348	.3
60	Surgical, dental, hospital equipment	9	603	20.6	124	.1
81	Paper goods (boxes, bags, cups, etc.)	7	13,387	27.4	3,672	3.2
83	Stationery and supplies	15	1,771	10.1	179	.2
89	Tobacco products	11	1,934	14.0	270	.2
91	Jewelry, silverware, etc.	4	1,308	18.1	237	.2
	Service and other receipts	--	--	--	352	.3
	All other commodities	--	--	--	1,051	.9
	DRY GOODS (FULL LINE) TRADE (Commodity coverage, 65.4%)	163			173,758	100.0
27	Clothing and furnishings, men's and boys'	149	167,052	17.7	29,574	17.0
	Hats and caps	64	32,840	2.7	894	--
	Furnishings (except shoes)	95	96,672	12.9	12,475	--
	Suits and overcoats	27	36,715	4.5	1,643	--
	Work clothing	97	98,523	9.0	8,849	--
	Amount not itemized	--	--	--	5,713	--
28	Clothing and accessories, women's and children's	153	169,573	21.2	35,945	20.7
	Girls' wear	51	27,339	2.3	635	--
	Infants' wear	56	47,835	1.8	873	--
	Dresses	72	58,764	5.8	3,425	--
	Hosiery	102	68,344	9.0	6,137	--
	Millinery	27	57,636	1.2	680	--
	Underwear, negligees, etc.	87	87,367	6.2	5,429	--
	Suits and coats (except fur)	30	59,752	1.8	1,093	--
	Other (except shoes and furs)	55	50,580	5.4	2,727	--
	Amount not itemized	--	--	--	14,946	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	DRY GOODS (FULL LINE) TRADE (continued)					
30	Notions	116	$154,439	8.3	$12,811	7.4
31	Piece goods	163	173,758	35.9	62,418	35.9
	Cottons	100	124,228	11.8	14,621	--
	Jute fabrics	7	8,573	.9	74	--
	Linens	49	104,287	2.9	3,066	--
	Rayons	54	30,602	2.2	683	--
	Silks and velvets	37	102,964	3.8	3,931	--
	Woolens and worsteds	31	97,043	2.5	2,417	--
	Domestics	80	93,780	13.0	12,180	--
	Curtains, draperies, upholsteries	63	85,596	5.3	4,572	--
	Other	42	63,419	5.3	3,366	--
	Amount not itemized	--	--	--	17,508	--
32	Shoes and other footwear	45	32,129	6.8	2,169	1.2
33	Yarns	43	81,718	2.8	2,268	1.3
34	Textile products (except as listed)	32	58,485	9.9	5,794	3.3
37	Drugs and drug sundries	7	26,659	3.0	794	.5
41	Soaps and toiletries	21	48,067	2.7	1,286	.7
45	Radios, appliances, specialties	4	5,476	12.4	677	.4
46	China, glassware, and crockery	6	43,851	1.9	848	.5
47	Furniture, wooden and metal	4	56,213	1.8	1,027	.6
48	House furnishings	25	109,536	9.0	9,860	5.7
	Carpets and rugs	11	70,798	6.4	4,560	--
	Other floor coverings	9	62,183	3.0	1,864	--
	House furnishings (except as listed)	4	35,985	2.6	952	--
	Amount not itemized	--	--	--	2,484	--
53	Toys and games	5	23,396	.8	163	.1
83	Stationery and supplies	13	40,949	1.1	457	.3
91	Jewelry, silverware, etc.	10	43,817	.9	374	.2
94	Luggage, harness, etc.	6	46,780	1.1	528	.3
	Service and other receipts	--	--	--	292	.2
	All other commodities	--	--	--	6,453	3.7
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 97.6%)	3,091			703,841	100.0
27	Clothing and furnishings, men's and boys'	64	5,230	30.9	1,616	.2
28	Clothing and accessories, women's and children's	97	13,331	21.7	2,899	.4
29	Furs and fur clothing	61	4,096	95.6	3,915	.6
30	Notions	1,010	105,914	88.1	93,310	13.2
31	Piece goods	2,000	602,257	98.4	592,661	84.2
	Cottons	730	249,606	74.6	186,247	--
	Jute fabrics	29	5,732	41.3	2,365	--
	Linens	193	37,063	50.1	18,579	--
	Rayons	489	192,404	62.9	120,948	--
	Silks and velvets	537	167,532	60.8	101,880	--
	Woolens and worsteds	463	101,333	85.6	86,726	--
	Domestics	75	11,390	27.4	3,119	--
	Curtains, draperies, upholsteries	113	31,156	50.6	15,764	--
	Other	96	19,876	47.3	9,394	--
	Amount not itemized	--	--	--	47,639	--
33	Yarns	29	9,570	12.2	1,165	.2
34	Textile products (except as listed)	108	20,586	37.4	7,706	1.1
	Service and other receipts	--	--	--	569	.1
	ELECTRICAL GOODS TRADE (Commodity coverage, 95.0%)	2,269			547,524	100.0
36	Automotive parts and accessories	86	75,844	22.7	17,205	3.2
43	Wiring supplies and electrical construction materials	1,183	268,094	58.1	155,843	28.5
	Interior	827	219,741	32.7	71,785	--
	Outside	419	168,610	11.2	18,864	--
	Lighting fixtures	735	194,461	10.9	21,185	--
	Incandescent lamps	703	200,348	12.6	25,184	--
	Amount not itemized	--	--	--	18,825	--
44	Electrical apparatus and equipment	536	219,146	16.5	36,146	6.6
45	Radios, appliances, specialties	1,608	475,004	67.7	321,431	58.7
	Radios and accessories	1,068	348,363	32.9	114,767	--
	Electrical refrigerators	716	324,875	41.2	133,736	--
	Other electrical appliances	982	306,105	20.1	61,571	--
	Amount not itemized	--	--	--	11,357	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

* Including soaps and toiletries

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount B (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	ELECTRICAL GOODS TRADE (continued)					
48	House furnishings	21	$4,444	20.9	$927	.2
50	Hardware	23	5,890	13.0	766	.1
51	Plumbing, heating, air-conditioning	90	71,300	7.4	5,265	1.0
56	Industrial equipment and supplies (except electrical and railroad)	21	3,009	24.0	723	.1
	Service and other receipts	--	--	--	5,749	1.0
	All other commodities	--	--	--	3,469	.6
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 96.6%)	2,047			1,508,746	100.0
5	Coffee	9	11,826	16.5	1,952	.1
9	Flour	65	14,920	14.7	2,187	.1
14	Sugar	10	11,683	47.4	5,538	.4
17	Cotton, raw	265	519,915	99.2	515,592	34.2
18	Feed	182	71,707	16.2	11,625	.8
19	Grains	422	456,076	98.5	449,203	29.8
	Corn	228	292,176	29.9	87,420	--
	Wheat	253	335,484	45.9	153,887	--
	Other	275	330,276	28.0	92,352	--
	Amount not itemized	--	--	--	115,544	--
20	Hides, skins, and raw furs	866	196,458	88.0	172,833	11.5
21	Livestock	41	5,161	63.4	3,272	.2
22	Seeds	60	16,388	9.1	1,493	.1
23	Silk, raw	17	67,778	90.4	61,256	4.1
24	Tobacco, leaf	220	177,285	41.3	73,243	4.9
25	Wool, raw	197	159,458	83.4	133,043	8.8
26	Other farm products	173	82,727	69.8	57,714	3.8
29	Furs and fur clothing	45	12,790	32.7	4,182	.3
31	Piece goods	8	6,591	28.8	1,901	.1
34	Textile products (except as listed)	14	9,977	20.4	2,038	.1
39	Oils, animal and vegetable	36	14,209	12.8	1,819	.1
92	Junk and scrap (except iron)	41	7,213	23.5	1,696	.1
	Service and other receipts	--	--	--	3,533	.2
	All other commodities	--	--	--	4,626	.3
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 89.8%)	10,506			1,742,875	100.0
2	Beer and other malt liquors	195	77,087	14.7	11,328	.6
3	Butter and cheese	1,655	534,614	52.6	281,065	16.1
4	Canned foods	225	88,989	9.8	8,691	.5
6	Confectionery and ice cream	492	96,605	21.3	20,624	1.2
7	Dairy and poultry products (except butter and cheese)	4,109	767,259	67.9	521,139	29.9
	Eggs	2,231	503,240	34.9	175,835	--
	Milk and cream, fluid	1,523	249,397	67.6	168,529	--
	Poultry	1,675	295,337	49.6	146,628	--
	Other	242	94,462	10.3	9,744	--
	Amount not itemized	--	--	--	20,403	--
9	Flour	126	26,401	19.3	5,089	.3
10	Fruits and vegetables	6,007	896,091	93.9	841,585	48.3
	Fresh fruits	3,991	564,891	59.6	336,458	--
	Fresh vegetables	3,893	531,818	53.2	282,806	--
	Amount not itemized	--	--	--	222,321	--
11	Groceries (except as listed)	498	177,061	11.4	20,222	1.2
12	Meats and meat products	173	77,258	11.9	9,159	.5
14	Sugar	92	51,739	9.3	2,956	.2
16	Other food and related products	125	33,971	13.2	4,490	.3
18	Feed	164	18,944	9.6	1,811	.1
	Service and other receipts	--	--	--	1,803	.1
	All other commodities	--	--	--	12,913	.7
	FARM SUPPLIES TRADE (Commodity coverage, 72.0%)	1,040			202,782	100.0
2	Beer and other malt liquors	6	1,708	22.1	377	.2
4	Canned foods	18	2,640	8.0	211	.1
7	Dairy and poultry products (except butter and cheese)	45	9,765	3.6	353	.2
9	Flour	223	30,978	15.0	4,647	2.3
10	Fruits and vegetables	27	7,226	3.2	234	.1
11	Groceries (except as listed)	53	13,272	10.6	1,413	.7
14	Sugar	35	4,166	13.3	555	.3
17	Cotton, raw	7	2,007	34.8	699	.3
	FARM SUPPLIES TRADE (continued)					
18	Feed	682	112,082	61.6	69,098	34.1
	Hay, straw, and alfalfa	331	38,884	24.8	9,640	--
	Mixed and other	466	73,507	49.2	36,187	--
	Amount not itemized	--	--	--	23,263	--
19	Grains	319	58,846	22.8	13,426	6.
	Corn	228	32,872	9.1	2,992	--
	Wheat	184	28,751	6.3	1,804	--
	Other	200	38,926	12.7	4,947	--
	Amount not itemized	--	--	--	3,680	--
21	Livestock	10	1,919	20.2	387	.2
22	Seeds	453	104,928	71.8	75,322	37.1
26	Other farm products	30	8,068	12.7	1,021	.5
34	Textile products (except as listed)	13	8,308	3.6	297	.1
39	Oils, animal and vegetable	5	8,946	12.5	1,121	.6
42	Other chemicals	44	20,604	36.0	7,419	3.6
50	Hardware	33	14,096	5.6	787	.4
55	Farm machinery and garden equipment	62	13,003	10.8	1,405	.7
56	Industrial equipment and supplies (except electrical and railroad)	33	10,885	7.5	815	.4
64	Iron and steel (except scrap)	20	8,741	4.1	358	.2
73	Coal and coke	51	13,180	8.7	1,150	.6
76	Petroleum and its products	15	7,900	23.7	1,870	.9
80	Lumber	14	6,362	6.0	384	.2
84	Woodwork and wood products	16	2,628	39.5	1,039	.5
90	Fertilizer and fertilizer materials	177	47,039	36.1	16,990	8.4
	Service and other receipts	--	--	--	936	.5
	All other commodities	--	--	--	475	.2
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 96.5%)	1,819			235,026	100.0
28	Clothing and accessories, women's and children's	10	2,542	12.6	321	.1
29	Furs and fur clothing	3	1,931	34.5	667	.3
30	Notions	8	1,754	24.7	433	.2
31	Piece goods	217	37,135	85.8	31,877	13.6
	Cottons	18	2,803	16.2	461	--
	Linens	17	2,765	33.8	942	--
	Rayons	4	1,144	8.5	97	--
	Silks and velvets	1	35	28.6	10	--
	Woolens and worsteds	1	169	11.2	19	--
	Domestics	126	23,031	79.9	18,409	--
	Curtains, draperies, upholsteries	76	10,325	68.9	7,118	--
	Other	4	416	27.2	113	--
	Amount not itemized	--	--	--	4,698	--
34	Textile products (except as listed)	14	1,162	52.3	608	.3
43	Wiring supplies and electrical construction materials	24	3,373	8.5	287	.1
45	Radios, appliances, specialties	52	8,882	17.8	1,585	.7
46	China, glassware, and crockery	359	38,482	83.3	32,089	13.6
47	Furniture, wooden and metal	353	54,626	64.0	34,951	14.9
	Household	268	46,357	59.3	27,478	--
	Office and store	57	6,406	39.9	2,554	--
	Amount not itemized	--	--	--	4,919	--
48	House furnishings	862	130,694	84.5	110,451	47.0
	Carpets and rugs	365	91,694	59.2	54,319	--
	Other floor coverings	205	72,761	39.6	28,795	--
	House furnishings (except as listed)	448	50,005	50.0	25,008	--
	Amount not itemized	--	--	--	2,329	--
49	Musical instruments, accessories	68	11,487	77.4	8,888	3.8
51	Plumbing, heating, air-conditioning	17	3,255	10.2	331	.1
53	Toys and games	12	3,626	9.1	331	.1
81	Paper goods (boxes, bags, cups, etc.)	10	1,510	25.0	377	.2
91	Jewelry, silverware, etc.	27	2,907	9.2	266	.1
98	Second-hand merchandise	74	1,724	82.3	1,419	.6
	Service and other receipts	--	--	--	792	.3
	All other commodities	--	--	--	9,383	4.0

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	GENERAL MERCHANDISE TRADE (Commodity coverage, 92.1%)	135			$333,248	100.0
4	Canned foods	39	$233,663	3.4	7,999	2.4
5	Coffee	30	49,769	7.2	3,569	1.1
6	Confectionery and ice cream	41	167,346	.9	1,455	.4
8	Fish and sea foods	11	92,379	1.3	1,183	.4
9	Flour	20	26,696	2.1	560	.2
10	Fruits and vegetables	19	31,433	1.9	595	.2
11	Groceries (except as listed)	44	220,320	1.4	3,163	.9
14	Sugar	25	37,833	4.2	1,605	.5
16	Other food and related products	8	99,087	1.0	1,031	.3
17	Cotton, raw	5	96,598	1.5	1,461	.4
18	Feed	19	17,643	5.8	1,021	.3
19	Grains	18	84,646	1.0	837	.3
20	Hides, skins, and raw furs	7	95,345	3.1	2,942	.9
22	Seeds	13	89,355	2.0	1,808	.5
26	Other farm products	9	102,764	4.0	4,095	1.2
27	Clothing and furnishings, men's and boys'	53	105,419	9.1	9,592	2.9
28	Clothing and accessories, women's and children's	59	83,485	12.8	10,724	3.2
29	Furs and fur clothing	7	75,044	1.8	1,386	.4
30	Notions	39	78,532	7.1	5,558	1.7
31	Piece goods	53	283,177	6.7	19,080	5.7
	Cottons	22	136,270	2.4	3,319	--
	Jute fabrics	3	22,679	11.3	2,561	--
	Linens	8	75,395	2.5	1,870	--
	Rayons	9	104,435	.2	225	--
	Silks and velvets	9	7,645	2.0	151	--
	Woolens and worsteds	10	106,461	.1	113	--
	Domestics	15	79,924	1.5	1,180	--
	Curtains, draperies, upholsteries	8	4,946	2.5	122	--
	Other	4	20,522	--	3	--
	Amount not itemized	--	--	--	9,536	--
32	Shoes and other footwear	27	88,801	3.1	2,772	.8
33	Yarns	16	109,368	.9	1,001	.3
34	Textile products (except as listed)	13	138,519	2.6	3,620	1.1
36	Automotive parts and accessories	30	78,448	1.1	827	.2
37	Drugs and drug sundries	65	285,456	1.9	5,397	1.6
38	Chemicals, industrial and heavy	11	109,502	1.0	1,110	.3
39	Oils, animal and vegetable	19	127,027	7.0	8,948	2.7
41	Soaps and toiletries	67	113,359	4.9	5,539	1.7
42	Other chemicals	16	111,800	2.5	2,746	.8
43	Wiring supplies and electrical construction materials	32	110,591	1.4	1,546	.5
44	Electrical apparatus and equipment	5	94,841	.9	830	.2
45	Radios, appliances, specialties	37	107,916	3.2	3,443	1.0
46	China, glassware, and crockery	43	181,389	2.7	4,900	1.5
47	Furniture, wooden and metal	25	96,803	1.8	1,702	.5
48	House furnishings	42	157,100	4.7	7,422	2.2
50	Hardware	60	110,015	3.8	4,235	1.3
51	Plumbing, heating, air-conditioning	27	103,621	1.0	1,030	.3
52	Sporting goods	38	101,530	1.5	1,494	.4
53	Toys and games	45	175,348	3.2	5,572	1.7
56	Industrial equipment and supplies (except electrical and railroad)	34	37,671	1.3	505	.2
57	Industrial machinery (non-electrical)	12	212,754	14.5	30,768	9.2
	Construction machinery	1	20,106	.8	162	--
	Machine tools (power driven)	1	73,714	14.0	10,314	--
	Mine, quarry, pump machinery	2	20,235	.5	108	--
	Oil well and refining machinery	5	106,603	1.3	1,341	--
	Textile machinery	4	98,742	.5	456	--
	Other	4	94,387	15.9	14,974	--
	Amount not itemized	--	--	--	3,413	--
58	Office and store machines and equipment	13	161,061	.6	977	.3
64	Iron and steel (except scrap)	20	86,638	3.4	2,912	.9
66	Metallic ores	3	96,302	25.8	24,857	7.5
67	Scrap iron and steel	3	114,446	36.0	41,182	12.3
69	Nonferrous metals (except as listed)	6	83,355	.9	719	.2
73	Coal and coke	8	190,098	1.9	3,614	1.1
76	Petroleum and its products	21	41,236	18.4	7,601	2.3
78	Books, magazines, sheet music, etc.	9	24,896	4.8	1,184	.4
80	Lumber	14	211,158	.6	1,194	.4
81	Paper goods (boxes, bags, cups, etc.)	45	35,140	5.0	1,761	.5
82	Paper (printing, boards, etc.)	15	22,955	1.5	345	.1
83	Stationery and supplies	51	100,284	4.5	4,464	1.3
84	Woodwork and wood products	7	77,000	1.3	1,037	.3
87	Building materials (except as listed)	19	35,274	1.8	652	.2
89	Tobacco products	27	13,037	14.5	1,886	.6
90	Fertilizer and fertilizer materials	11	207,712	2.7	5,684	1.7
91	Jewelry, silverware, etc.	41	179,455	2.3	4,204	1.3
	GENERAL MERCHANDISE TRADE (continued)					
	Service and other receipts	--	--	--	$1,047	.3
	All other commodities	--	--	--	52,859	15.9
	GROCERIES (FULL LINE) TRADE (Commodity coverage, 50.6%)	1,786			988,384	100.0
1	Bakery products	665	$334,937	1.9	6,412	.6
2	Beer and other malt liquors	240	205,852	5.1	10,596	1.1
3	Butter and cheese	737	404,832	2.6	10,655	1.1
4	Canned foods	1,777	980,879	28.7	281,761	28.5
	Canned fruits	1,180	597,760	6.7	40,203	--
	Canned vegetables	1,186	599,595	10.1	60,419	--
	Canned fish and sea foods	1,166	592,170	3.0	17,763	--
	Canned meats	1,160	585,455	1.8	10,451	--
	Canned milk	1,179	596,595	3.5	20,886	--
	Other	854	453,023	3.6	16,246	--
	Amount not itemized	--	--	--	115,793	--
5	Coffee	1,708	950,165	4.6	43,853	4.4
6	Confectionery and ice cream	1,388	705,125	3.0	21,186	2.1
7	Dairy and poultry products (except butter and cheese)	283	139,557	4.0	5,624	.6
8	Fish and sea foods	324	218,250	1.2	2,727	.3
9	Flour	1,686	910,428	8.5	77,172	7.8
10	Fruits and vegetables	486	262,967	7.1	18,585	1.9
11	Groceries (except as listed)	1,786	988,384	20.6	203,863	20.6
	Cereal preparations	854	492,518	4.3	21,145	--
	Extracts and spices	882	504,285	1.1	5,551	--
	Lard substitutes and cooking fats	800	460,243	2.9	13,169	--
	Nuts (all kinds)	628	395,476	1.0	3,983	--
	Butter substitutes	173	101,315	1.5	1,554	--
	Pickles, preserves and sauces	852	468,725	2.6	12,791	--
	Rice	879	495,352	1.4	6,692	--
	Teas	868	498,776	1.2	6,142	--
	Other	520	337,901	10.7	36,300	--
	Amount not itemized	--	--	--	96,536	--
12	Meats and meat products	866	371,616	5.7	21,363	2.2
13	Soft drinks	326	247,155	1.2	2,854	.3
14	Sugar	1,769	983,388	11.9	116,908	11.8
15	Wines and liquors	75	110,378	12.5	13,777	1.4
16	Other food and related products	140	124,363	9.1	11,288	1.1
18	Feed	504	117,935	9.7	11,449	1.2
19	Grains	251	89,493	3.9	3,463	.4
27	Clothing and furnishings, men's and boys'	180	90,263	2.1	1,887	.2
36	Automotive parts and accessories	113	80,754	1.2	995	.1
37	Drugs and drug sundries	431	195,120	1.2	2,386	.2
41	Soaps and toiletries	890	461,916	5.2	23,910	2.4
50	Hardware	274	111,237	3.2	3,509	.4
64	Iron and steel (except scrap)	135	59,034	2.1	1,231	.1
81	Paper goods (boxes, bags, cups, etc.)	457	245,235	1.9	4,720	.5
87	Building materials (except as listed)	105	49,261	2.1	1,034	.1
89	Tobacco products	1,063	526,218	12.4	65,353	6.6
	Cigars	644	293,587	1.7	4,927	--
	Cigarettes	692	516,072	7.0	22,075	--
	Other tobacco products	685	306,426	4.8	14,564	--
	Amount not itemized	--	--	--	23,787	--
	Service and other receipts	--	--	--	2,787	.5
	All other commodities	--	--	--	17,036	1.7
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 86.2%)	10,726			1,450,621	100.0
1	Bakery products	748	54,368	32.6	17,711	1.2
2	Beer and other malt liquors	226	52,064	16.7	8,696	.6
3	Butter and cheese	709	144,894	13.0	18,845	1.3
4	Canned foods	1,482	317,738	35.0	111,185	7.7
	Canned fruits	611	118,924	11.4	13,519	--
	Canned vegetables	640	115,647	16.8	19,426	--
	Canned fish and sea foods	569	117,978	16.9	19,953	--
	Canned meats	467	101,687	5.1	5,175	--
	Canned milk	455	104,260	14.1	14,695	--
	Other	452	86,749	9.2	7,989	--
	Amount not itemized	--	--	--	30,428	--
5	Coffee	1,530	342,024	53.1	181,678	12.5
	Green	252	128,265	53.1	68,122	--
	Roasted	1,160	207,298	45.9	95,079	--
	Amount not itemized	--	--	--	18,477	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
6	Confectionery and ice cream	2,500	$193,385	47.9	$92,614	6.4
	Candy	1,900	138,729	42.5	58,966	--
	Chewing gum	1,097	81,643	7.4	6,029	--
	Ice cream and ices	90	6,343	15.3	971	--
	Other	465	36,040	18.2	6,565	--
	Amount not itemized	--	--	--	20,083	--
7	Dairy and poultry products (except butter and cheese)	544	135,821	13.6	18,405	1.3
8	Fish and sea foods	1,520	167,811	69.1	116,039	8.0
	Fresh fish	873	87,749	68.4	60,035	--
	Cured and processed fish	375	50,085	22.8	11,431	--
	Frozen fish	301	45,330	24.5	11,085	--
	Other	465	36,967	26.4	9,758	--
	Amount not itemized	--	--	--	23,730	--
9	Flour	973	165,710	43.4	71,936	5.0
10	Fruits and vegetables	272	54,191	20.7	11,217	.8
11	Groceries (except as listed)	3,610	577,605	43.1	248,839	17.1
	Cereal preparations	387	63,427	8.4	5,310	--
	Extracts and spices	978	145,183	11.2	16,294	--
	Lard substitutes and cooking fats	466	107,247	13.2	14,159	--
	Nuts (all kinds)	772	111,278	28.5	31,754	--
	Butter substitutes	240	58,172	15.4	8,930	--
	Pickles, preserves and sauces	846	120,620	15.2	18,358	--
	Rice	507	106,543	12.1	12,916	--
	Teas	867	162,221	13.8	25,111	--
	Other	1,199	210,836	40.0	84,403	--
	Amount not itemized	--	--	--	31,604	--
12	Meats and meat products	2,439	466,978	85.2	397,775	27.4
	Lard	557	111,594	7.5	8,314	--
	Meats, fresh	1,423	280,372	81.4	228,296	--
	Meats, cured or smoked	966	172,778	34.7	59,999	--
	Other	291	60,275	35.1	21,133	--
	Amount not itemized	--	--	--	80,033	--
13	Soft drinks	490	32,726	39.5	12,924	.9
14	Sugar	676	172,454	38.7	66,807	4.6
15	Wines and liquors	98	32,494	18.2	5,929	.4
16	Other food and related products	402	40,821	31.7	12,946	.9
18	Feed	372	38,013	19.3	7,351	.5
19	Grains	187	20,310	11.5	2,337	.2
26	Other farm products	55	17,384	10.1	1,750	.1
39	Oils, animal and vegetable	70	14,823	28.6	4,245	.3
41	Soaps and toiletries	250	37,514	8.8	3,285	.2
76	Petroleum and its products	29	5,428	33.8	1,833	.1
81	Paper goods (boxes, bags, cups, etc.)	215	23,048	7.2	1,665	.1
89	Tobacco products	521	67,560	23.4	15,817	1.1
	Service and other receipts	--	--	--	2,792	.2
	All other commodities	--	--	--	16,000	1.1
	HARDWARE TRADE (Commodity coverage, 78.5%)	945			336,381	100.0
22	Seeds	24	6,426	8.6	553	.2
31	Piece goods	4	2,210	21.4	474	.1
35	Automobiles and motor vehicles	8	8,237	12.6	1,036	.3
36	Automotive parts and accessories	143	134,658	8.2	10,994	3.3
	Batteries	53	43,157	.8	347	--
	Tires and tubes	79	80,355	2.2	1,734	--
	Other equipment	79	68,342	5.8	3,963	--
	Amount not itemized	--	--	--	4,950	--
40	Paints and varnishes	194	131,772	5.2	6,852	2.0
42	Other chemicals	22	12,728	3.7	472	.1
43	Wiring supplies and electrical construction materials	161	123,436	6.1	7,560	2.2
45	Radios, appliances, specialties	174	147,032	9.3	13,633	4.1
	Radios and accessories	101	94,161	3.0	2,870	--
	Electric refrigerators	85	87,513	4.5	3,952	--
	Other electrical appliances	116	103,754	3.5	3,621	--
	Amount not itemized	--	--	--	3,190	--
46	China, glassware and crockery	72	64,378	3.5	2,251	.7
47	Furniture, wooden and metal	33	37,310	4.6	1,732	.5
48	House furnishings	99	91,695	9.2	8,404	2.5
	HARDWARE TRADE (continued)					
50	Hardware	945	$336,381	58.6	$196,962	58.6
	Builders' hardware	365	160,445	9.2	14,776	--
	Heavy hardware	331	150,512	18.5	27,853	--
	Shelf or light hardware	367	162,154	12.8	20,690	--
	Tools and cutlery	364	162,335	10.1	16,365	--
	Wire screening	248	118,931	2.7	3,193	--
	Other	360	132,502	21.8	28,839	--
	Amount not itemized	--	--	--	85,244	--
51	Plumbing, heating, air-conditioning	272	189,606	9.2	17,472	5.2
	Air-conditioning equipment	11	4,783	5.4	256	--
	Gas appliances and supplies	36	19,286	2.3	442	--
	Oil burners	26	19,379	.7	139	--
	Fittings, valves, brass goods	130	70,230	5.3	3,702	--
	Plumbing fixtures	96	82,250	3.2	2,594	--
	Stoves, ranges, furnaces (except gas and electric)	162	108,920	4.1	4,477	--
	Amount not itemized	--	--	--	5,860	--
52	Sporting goods	186	173,009	9.0	15,596	4.6
53	Toys and games	56	64,594	2.7	1,761	.5
55	Farm machinery and garden equipment	102	67,270	8.4	5,653	1.7
56	Industrial equipment and supplies (except electrical and railroad)	190	129,106	8.0	10,305	3.1
57	Industrial machinery (non-electrical)	62	29,262	3.3	970	.3
58	Office and store machines and equipment	14	10,351	5.8	395	.1
59	Railroad equipment and supplies	8	5,836	7.2	421	.1
62	Building metal work	33	17,208	2.6	448	.1
63	Copper	41	32,778	1.2	398	.1
64	Iron and steel (except scrap)	209	124,667	13.6	16,977	5.0
	Iron and steel pipe	78	62,239	5.2	1,989	--
	Seamless steel tubing	13	22,092	.9	190	--
	Pig iron	2	9,163	2.4	222	--
	Rough castings and forgings	8	7,769	4.2	323	--
	Steel sheet	71	55,105	6.2	3,433	--
	Structural iron and steel	43	35,635	6.3	2,250	--
	Wire fencing	145	80,829	2.5	2,042	--
	Wire and wire rope or cable	101	75,695	2.6	1,945	--
	Other rolled iron and steel	70	38,502	6.6	2,560	--
	Amount not itemized	--	--	--	2,023	--
75	Glass (sheet and containers)	73	47,471	1.1	517	.2
76	Petroleum and its products	47	41,519	2.0	833	.2
87	Building materials (except as listed)	123	83,253	6.7	5,612	1.7
91	Jewelry, silverware, etc.	60	59,873	2.1	1,286	.4
93	Leather and cut stock	23	31,896	1.6	515	.2
94	Luggage, harness, etc.	46	65,192	2.3	1,289	.4
	Service and other receipts	--	--	--	1,063	.3
	All other commodities	--	--	--	3,947	1.2
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 97.9%)	1,773			176,954	100.0
41	Soaps and toiletries	?	1,757	12.0	210	.1
45	Radios, appliances, specialties	10	6,054	8.8	530	.3
46	China, glassware and crockery	4	5,408	5.5	296	.2
56	Industrial equipment and supplies (except electrical and railroad)	3	2,607	11.7	305	.2
91	Jewelry, silverware, etc.	1,372	148,490	97.3	144,430	81.6
	Clocks and watches	356	62,978	65.0	40,923	--
	Jewelry	679	65,342	56.2	36,737	--
	Precious stones and metals	476	63,709	59.7	38,032	--
	Silverware and plated ware	160	35,251	27.9	9,838	--
	Amount not itemized	--	--	--	18,900	--
94	Luggage, harness, etc.	10	2,184	12.4	271	.2
96	Optical goods	390	32,139	87.5	28,106	15.9
98	Second-hand merchandise	18	623	96.6	602	.3
	Service and other receipts	--	--	--	312	.2
	All other commodities	--	--	--	1,892	1.0
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 88.4%)	2,459			434,717	100.0
19	Grains	6	2,813	33.0	929	.2
40	Paints and varnishes	159	23,869	9.5	2,445	.6
45	Radios, appliances, specialties	7	3,933	11.9	468	.1
48	House furnishings	20	2,351	19.8	465	.1
50	Hardware	171	31,213	9.6	3,001	.7
51	Plumbing, heating, air-conditioning	37	7,325	13.7	1,007	.2
62	Building metal work	69	7,742	18.1	1,400	.4

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

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(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	LUMBER AND CONSTRUCTION MATERIALS TRADE (continued)					
64	Iron and steel (except scrap)	101	$22,167	10.0	$2,213	.5
70	Brick, tile and terra cotta	282	35,575	26.3	10,084	2.3
71	Building stone, slate, concrete	118	20,719	33.3	6,908	1.6
72	Cement, lime, plaster, stucco	316	59,493	34.9	20,748	4.8
73	Coal and coke	82	23,505	19.1	4,499	1.0
74	Crude nonmetallic minerals (except as listed)	22	4,195	52.8	2,213	.5
75	Glass (sheet and containers)	324	32,207	59.7	19,238	4.4
77	Sand, gravel, crushed stone	185	32,128	36.4	11,701	2.7
79	Logs, ties, pulpwood	65	12,504	23.2	2,904	.7
80	Lumber	1,291	290,773	89.2	259,332	59.7
81	Paper goods (boxes, bags, cups, etc.)	8	998	55.2	551	.1
84	Woodwork and wood products	320	53,536	58.4	31,258	7.2
87	Building materials (except as listed)	604	103,607	43.8	45,401	10.4
	Service and other receipts	--	--	--	2,622	.6
	All other commodities	--	--	--	5,330	1.2
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 87.3%)	6,138			729,447	100.0
31	Piece goods	194	32,870	67.3	22,136	3.0
34	Textile products (except as listed)	91	16,921	33.7	5,706	.8
35	Automobiles and motor vehicles	44	19,578	36.7	7,183	1.0
36	Automotive parts and accessories	71	25,932	16.1	4,182	.6
37	Drugs and drug sundries	40	5,615	20.1	1,128	.2
38	Chemicals, industrial and heavy	67	10,828	16.6	1,801	.2
40	Paints and varnishes	116	30,556	6.0	1,829	.2
41	Soaps and toiletries	367	27,222	31.2	8,498	1.2
42	Other chemicals	256	34,195	36.0	12,313	1.7
43	Wiring supplies and electrical construction materials	97	30,864	8.5	2,623	.3
44	Electrical apparatus and equipment	81	19,362	6.2	1,210	.2
45	Radios, appliances, specialties	124	28,340	16.8	4,765	.6
46	China, glassware and crockery	127	15,347	36.7	5,940	.8
47	Furniture, wooden and metal	78	10,676	28.6	3,054	.4
48	House furnishings	61	13,838	11.3	1,560	.2
50	Hardware	351	74,498	21.4	15,921	2.2
51	Plumbing, heating, air-conditioning	234	68,306	14.0	9,567	1.3
52	Sporting goods	43	8,806	11.3	995	.1
54	Barber and beauty parlor equipment	535	35,274	82.6	29,146	4.0
55	Farm machinery and garden equipment	305	50,529	59.9	30,279	4.2
56	Industrial equipment and supplies (except electrical and railroad)	1,471	223,049	63.0	140,609	19.3
	Belting, mechanical rubber goods, etc.	411	76,968	18.4	14,159	--
	Power transmission equipment	224	51,291	13.7	7,040	--
	Materials-handling equipment	138	34,061	7.8	2,644	--
	Metal-working tools	243	59,587	17.2	10,260	--
	Rope, cordage and twine	235	62,490	22.4	14,028	--
	Other	912	140,000	55.7	77,963	--
	Amount not itemized	--	--	--	14,515	--
57	Industrial machinery (non-electrical)	1,723	294,768	78.1	230,147	31.6
	Construction machinery	232	50,472	67.1	33,866	--
	Machine tools (power driven)	182	43,820	32.1	14,082	--
	Mine, quarry, pump machinery	146	28,293	21.1	5,979	--
	Oil well and refining machinery	725	155,466	87.9	136,612	--
	Power plant machinery (except electrical)	133	29,899	28.2	8,423	--
	Textile machinery	62	6,241	77.3	4,839	--
	Other	403	50,307	48.7	24,519	--
	Amount not itemized	--	--	--	1,827	--
58	Office and store machinery and equipment	694	48,671	81.4	39,519	5.4
	Office machines and equipment	160	13,703	82.2	11,267	--
	Store fixtures and equipment	499	31,525	78.1	24,606	--
	Amount not itemized	--	--	--	3,646	--
59	Railroad equipment and supplies	65	34,039	50.1	17,054	2.3
60	Surgical, dental, hospital equipment	440	48,792	92.5	45,146	6.2
63	Copper	44	21,672	7.3	1,585	.2
64	Iron and steel (except scrap)	279	77,544	22.9	17,737	2.4
74	Crude nonmetallic minerals (except as listed)	13	1,714	69.8	1,196	.2
75	Glass (sheet and containers)	205	17,326	66.0	11,434	1.6
76	Petroleum and its products	64	15,938	5.5	883	.1
78	Books, magazines, sheet music, etc.	21	2,929	34.6	1,013	.1
81	Paper goods (boxes, bags, cups, etc.)	101	13,113	13.1	1,720	.2
82	Paper (printing, board, etc.)	33	3,784	21.4	809	.1
83	Stationery and supplies	41	3,024	36.9	1,116	.2
84	Woodwork and wood products	50	6,547	22.4	1,467	.2
85	Aircraft and parts	15	1,082	86.7	938	.1
86	Boats	23	2,491	30.8	768	.1
87	Building materials (except as listed)	43	18,721	7.4	1,393	.2
88	Cameras and supplies	48	$4,834	84.6	$4,088	.6
91	Jewelry, silverware, etc.	76	10,198	12.1	1,230	.2
	Service and other receipts	--	--	--	7,821	1.1
	All other commodities	--	--	--	31,938	4.4
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 92.4%)	708			260,661	100.0
42	Other chemicals	6	5,124	5.3	273	.1
50	Hardware	62	13,204	21.9	2,895	1.1
51	Plumbing, heating, air-conditioning	67	18,942	13.8	2,617	1.0
56	Industrial equipment and supplies (except electrical and railroad)	40	13,260	11.7	1,547	.6
57	Industrial machinery (non-electrical)	23	10,179	10.6	1,074	.4
61	Aluminum, bare, wire, etc.	42	19,017	32.6	6,195	2.4
62	Building metal work	100	18,991	28.1	5,339	2.0
63	Copper	100	94,827	39.4	37,360	14.3
64	Iron and steel (except scrap)	561	171,330	88.7	152,013	58.3
	Iron and steel pipe	85	21,219	40.1	8,500	--
	Seamless steel tubing	48	18,929	39.6	7,495	--
	Pig iron	4	3,223	10.8	348	--
	Rough castings and forgings	13	3,275	8.4	276	--
	Steel sheet	174	53,551	67.5	36,160	--
	Structural iron and steel	107	26,090	48.7	12,707	--
	Wire fencing	46	9,767	13.6	1,330	--
	Wire and wire rope or cable	72	23,579	22.0	5,188	--
	Other rolled iron and steel	180	49,677	56.3	27,976	--
	Amount not itemized	--	--	--	52,033	--
65	Lead (metallic) and zinc	36	77,485	19.8	15,343	5.9
66	Metallic ores	16	14,796	38.6	5,706	2.2
67	Scrap iron and steel	14	7,351	10.7	786	.3
69	Nonferrous metals (except as listed)	72	34,090	37.7	12,851	4.9
76	Petroleum and its products	7	1,539	33.5	515	.2
87	Building materials (except as listed)	43	12,895	17.6	2,271	.9
91	Jewelry, silverware, etc.	3	57,349	17.9	10,254	3.9
	Service and other receipts	--	--	--	904	.4
	All other commodities	--	--	--	2,718	1.1
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 95.0%)	2,354			388,577	100.0
11	Groceries (except as listed)	32	2,917	13.8	402	.1
30	Notions	68	9,273	11.6	1,077	.3
34	Textile products (except as listed)	28	3,813	14.8	563	.1
40	Paints and varnishes	140	10,063	24.2	2,436	.6
42	Other chemicals	43	4,071	22.4	913	.2
47	Furniture, wooden and metal	14	3,819	12.0	460	.1
48	House furnishings	50	9,384	11.1	1,042	.3
50	Hardware	91	7,054	7.5	532	.1
53	Toys and games	40	2,913	21.4	622	.2
56	Industrial equipment and supplies (except electrical and railroad)	208	45,456	9.1	4,137	1.1
58	Office and store machines and equipment	9	3,391	15.4	522	.1
78	Books, magazines, sheet music, etc.	28	5,126	13.4	686	.2
81	Paper goods (boxes, bags, cups, etc.)	1,262	233,264	72.1	168,106	43.3
82	Paper (printing, board, etc.)	864	210,749	75.5	159,131	41.0
	Cardboard and paper board	205	60,620	31.2	18,915	--
	Uncoated book, newsprint	245	84,784	58.4	49,482	--
	Wall paper	258	24,538	58.3	14,295	--
	Amount not itemized	--	--	--	76,439	--
83	Stationery and supplies	682	102,055	43.9	44,840	11.5
84	Woodwork and wood products	12	1,934	27.0	523	.1
87	Building materials (except as listed)	33	15,739	10.9	1,710	.5
	Service and other receipts	--	--	--	875	.2
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 99.4%)	662			131,543	100.0
36	Automotive parts and accessories	53	19,863	4.8	961	.7
42	Other chemicals	24	6,348	3.8	243	.2
51	Plumbing, heating, air-conditioning	12	2,753	6.1	169	.1
73	Coal and coke	6	3,628	10.2	369	.3
74	Crude nonmetallic minerals (except as listed)	3	670	25.5	171	.1
76	Petroleum and its products	662	131,543	96.8	125,975	95.8
	Crude oil	26	8,564	57.0	4,878	--
	Gasoline and napthae	182	56,183	61.9	34,805	--
	Fuel and gas oils	137	48,261	35.8	17,260	--
	Kerosene	176	43,559	7.8	3,410	--
	Lubricants, automotive	400	63,599	39.0	24,782	--
	Lubricants (except automotive)	88	8,598	37.6	3,236	--
	Other petroleum products	143	32,428	23.6	7,649	--
	Amount not itemized	--	--	--	29,955	--
	Service and other receipts	--	--	--	437	.3
	All other commodities	--	--	--	3,218	2.5

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those esteblishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.1%)	1,631			$223,970	100.0
43	Wiring supplies and electrical construction materials	46	$11,498	19.0	2,185	1.0
45	Radios, appliances, specialties	57	13,407	13.1	1,762	.8
48	House furnishings	15	4,846	11.2	544	.3
50	Hardware	69	18,730	14.7	2,747	1.2
51	Plumbing, heating, air-conditioning	1,631	223,970	82.9	186,730	82.9
	Air-conditioning equipment	133	23,578	10.0	2,350	--
	Gas appliances and supplies	212	34,925	14.4	6,041	--
	Oil burners	156	27,465	17.3	4,762	--
	Fittings, valves, brass goods	753	115,652	38.9	44,944	--
	Plumbing fixtures	782	114,878	43.2	49,602	--
	Stoves, ranges, furnaces (except gas and electric)	594	93,709	28.7	25,940	--
	Amount not itemized	--	--	--	52,091	--
53	Farm machinery and garden equipment	11	4,618	5.1	235	.1
56	Industrial equipment and supplies (except electrical and railroad)	83	17,379	9.3	1,622	.7
57	Industrial machinery (non-electrical)	38	11,400	12.4	1,417	.6
62	Building metal work	26	8,093	3.8	310	.1
63	Copper	80	17,851	4.2	754	.3
64	Iron and steel (except scrap)	429	90,636	22.3	20,213	9.0
	Iron and steel pipe	355	67,921	22.0	14,922	--
	Seamless steel tubing	13	3,119	4.4	137	--
	Pig iron	1	100	1.0	1	--
	Rough castings and forgings	6	637	2.5	16	--
	Steel sheet	74	17,448	8.8	1,533	--
	Structural iron and steel	1	310	5.5	17	--
	Wire fencing	6	1,184	1.2	14	--
	Wire and wire rope or cable	9	2,985	1.6	44	--
	Other rolled iron and steel	12	5,318	6.1	326	--
	Amount not itemized	--	--	--	3,203	--
65	Lead (metallic) and zinc	112	18,769	3.4	647	.3
69	Nonferrous metals (except as listed)	13	2,584	10.2	263	.1
87	Building materials (except as listed)	59	15,364	8.2	1,262	.6
	Service and other receipts	--	--	--	1,925	.9
	All other commodities	--	--	--	2,354	1.1
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 89.5%)	2,022			701,410	100.0
2	Beer and other malt liquors	133	66,319	7.6	5,071	.7
4	Canned foods	77	22,772	21.1	4,803	.7
6	Confectionery and ice cream	1,395	617,755	13.2	68,578	9.8
	Candy	1,040	330,960	11.0	36,310	--
	Chewing gum	728	227,531	2.9	6,588	--
	Ice cream and ices	31	4,925	4.0	198	--
	Other	123	34,287	4.6	1,590	--
	Amount not itemized	--	--	--	23,892	--
11	Groceries (except as listed)	118	71,367	2.7	1,932	.3
13	Soft drinks	120	55,885	1 8	1,031	.1
15	Wines and liquors	78	58,406	15.2	8,850	1.3
37	Drugs and drug sundries	139	94,652	5.0	4,754	.7
41	Soaps and toiletries	84	68,004	3.5	2,228	.3
81	Paper goods (boxes, bags, cups, etc.)	90	24,952	3.1	784	.1
88	Cameras and supplies	19	12,496	28.6	3,570	.5
89	Tobacco products	2,022	701,410	83.7	587,407	83.7
	Cigars	1,333	460,000	17.0	78,102	--
	Cigarettes	1,203	452,379	60.6	274,258	--
	Other tobacco products	1,154	416,872	16.8	70,081	--
	Amount not itemized	--	--	--	164,966	--
	Service and other receipts	--	--	--	606	.1
	All other commodities	--	--	--	11,796	1.7
	WASTE MATERIALS TRADE (Commodity coverage, 96.3%)	4,268			384,763	100.0
20	Hides, skins and raw furs	190	9,374	26.9	2,518	.6
25	Wool, raw	80	7,775	49.5	3,849	1.0
34	Textile products (except as listed)	18	1,387	46.3	642	.2
36	Automotive parts and accessories	152	3,380	20.5	693	.2
57	Industrial machinery (non-electrical)	23	4,698	15.5	729	.2
59	Railroad equipment and supplies	6	1,430	18.6	264	.1
	WASTE MATERIALS TRADE (continued)					
61	Aluminum, bare, wire, etc.	27	$5,073	14.0	$709	.2
63	Copper	29	4,035	37.8	1,526	.4
64	Iron and steel (except scrap)	56	6,962	14.0	971	.2
65	Lead (metallic) and zinc	61	7,601	20.1	1,530	.4
67	Scrap iron and steel	2,163	224,223	85.7	192,147	49.9
69	Nonferrous metals (except as listed)	157	27,023	49.8	13,447	3.5
92	Junk and scrap (except iron)	2,792	194,108	84.8	164,687	42.8
	Service and other receipts	--	--	--	828	.2
	All other commodities	--	--	--	223	.1
	ALL OTHER TRADES (Commodity coverage, 96.6%)	3,884			531,547	100.0
11	Groceries (except as listed)	33	18,365	10.9	1,995	.4
16	Other food and related products	5	3,455	23.2	804	.2
18	Feed	4	13,399	8.6	1,156	.2
20	Hides, skins, and raw furs	7	7,803	14.7	1,144	.2
26	Other farm products	497	20,942	91.7	19,199	3.6
27	Clothing and furnishings, men's and boys'	26	1,613	41.4	667	.1
31	Piece goods	33	12,289	42.2	6,159	1.0
32	Shoes and other footwear	28	6,121	11.5	703	.1
33	Yarns	173	41,901	93.4	39,126	7.4
	Cotton yarns	52	11,952	71.3	8,517	--
	Rayon yarns	39	13,192	43.7	5,770	--
	Silk yarns	28	4,887	61.1	2,985	--
	Woolen and worsted yarns	66	17,076	71.2	12,150	--
	Other	18	2,334	40.6	947	--
	Amount not itemized	--	--	--	8,757	--
34	Textile products (except as listed)	317	40,330	76.1	30,684	5.8
38	Chemicals, industrial and heavy	21	19,938	9.3	1,849	.3
39	Oils, animal and vegetable	74	43,241	87.6	37,891	7.1
42	Other chemicals	27	5,746	23.1	1,328	.3
48	House furnishings	18	6,870	26.7	1,834	.3
56	Industrial equipment and supplies (except electrical and railroad)	41	4,338	17.9	2,566	.5
74	Crude nonmetallic minerals (except as listed)	6	1,262	99.7	1,258	.2
76	Petroleum and its products	10	2,533	28.3	717	.1
78	Books, magazines, sheet music, etc.	632	108,878	94.8	103,256	19.4
79	Logs, ties, pulpwood	129	58,233	89.3	52,026	9.8
80	Lumber	26	3,280	16.5	542	.1
81	Paper goods (boxes, bags, cups, etc.)	34	5,805	28.2	1,635	.3
82	Paper (printing, board, etc.)	12	17,106	23.3	3,994	.8
83	Stationery and supplies	62	14,118	20.7	2,920	.6
84	Woodwork and wood products	351	18,767	96.1	18,038	3.4
92	Junk and scrap (except iron)	54	16,949	33.1	5,608	1.1
93	Leather and cut stock	907	93,447	96.2	89,861	16.9
94	Luggage, harness, etc.	127	9,459	77.9	7,368	1.4
97	Rubber, crude	27	62,207	93.5	58,133	10.9
98	Second-hand merchandise	32	1,026	69.8	716	.1
	Service and other receipts	--	--	--	2,551	.5
	All other commodities	--	--	--	36,819	6.9
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 98.0%)	239			100,081	100.0
27	Clothing and furnishings, men's and boys'	44	8,103	3.5	287	.3
32	Shoes and other footwear	48	10,253	2.0	203	.2
47	Furniture, wooden and metal	18	4,943	30.4	1,503	1.5
52	Sporting goods	84	20,676	89.4	18,486	18.5
53	Toys and games	48	10,250	22.5	2,304	2.3
58	Office and store machines and equipment	34	17,644	3.0	529	.5
88	Cameras and supplies	46	33,947	99.9	33,900	33.9
95	Motion picture film rentals	93	42,408	98.3	41,706	41.7
	All other commodities	--	--	--	1,163	1.1
	AUTOMOTIVE TRADE (Commodity coverage, 99.7%)	854			1,258,262	100.0
32	Shoes and other footwear	21	29,849	20.4	5,973	.6
35	Automobiles and motor vehicles	428	1,006,263	86.2	867,608	69.0
	Automobiles, passenger	130	840,575	77.2	648,585	--
	Commercial vehicles	258	620,368	23.5	145,645	--
	Tractors	49	47,104	52.6	24,785	--
	Motorcycles	1	97	100.0	97	--
	Amount not itemized	--	--	--	48,496	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	AUTOMOTIVE TRADE (continued)					
36	Automotive parts and accessories	809	$1,210,551	27.2	$329,755	26.2
	Batteries	215	457,984	2.7	12,338	--
	Tires and tubes	270	248,400	58.5	145,256	--
	Other equipment	622	996,652	12.7	126,111	--
	Amount not itemized	--	--	--	46,050	--
37	Drugs and drug sundries	26	30,401	4.9	1,501	.1
43	Wiring supplies and electrical construction materials	24	28,699	4.9	1,411	.1
44	Electrical apparatus and equipment	19	4,674	34.7	1,624	.1
55	Farm machinery and garden equipment	48	44,958	31.3	14,084	1.1
56	Industrial equipment and supplies (except electrical and railroad)	108	133,932	12.7	17,048	1.4
92	Junk and scrap (except iron)	10	103,665	1.3	1,378	.1
	Service and other receipts	--	--	--	14,456	1.1
	All other commodities	--	--	--	3,424	.3
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 93.2%)	358			247,847	100.0
2	Beer and other malt liquors	242	58,752	93.2	34,774	22.1
13	Soft Drinks	45	33,172	5.9	1,279	.5
15	Wines and liquors	96	189,095	98.8	186,796	75.4
	Liquors	75	181,765	98.3	178,659	--
	Wines	17	3,709	95.4	3,540	--
	Amount not itemized	--	--	--	4,597	--
16	Other food and related products	10	18,828	15.5	2,915	1.2
	Service and other receipts	--	--	--	236	.1
	All other commodities	--	--	--	1,847	.7
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 97.7%)	532			417,594	100.0
37	Drugs and drug sundries	5	10,968	5.2	568	.1
38	Chemicals, industrial and heavy	110	197,385	75.7	149,509	35.8
39	Oils, animal and vegetable	115	82,222	6.2	5,124	1.2
40	Paints and varnishes	260	221,215	54.8	121,191	29.0
41	Soaps and toiletries	27	27,972	2.3	650	.2
42	Other chemicals	254	201,664	56.6	114,212	27.4
50	Hardware	62	22,629	3.6	812	.2
52	Sporting goods	20	24,852	4.2	1,054	.3
58	Office and store machines and equipment	6	2,832	43.2	1,224	.3
65	Lead (metallic) and zinc	7	31,534	15.6	4,922	1.2
69	Nonferrous metals (except as listed)	4	26,072	28.6	7,457	1.8
75	Glass (sheet and containers)	47	16,975	28.0	4,746	1.1
76	Petroleum and its products	6	7,313	5.9	430	.1
84	Woodwork and wood products	8	4,440	19.4	865	.2
87	Building materials (except as listed)	31	11,238	3.8	426	.1
	Service and other receipts	--	--	--	2,531	.6
	All other commodities	--	--	--	1,875	.4
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 98.1%)	335			276,677	100.0
27	Clothing and furnishings, men's and boys'	167	111,365	89.5	99,641	36.0
	Hats and caps	2	797	42.5	339	--
	Furnishings (except shoes)	121	85,406	78.5	65,443	--
	Suits and overcoats	2	16,153	96.9	15,652	--
	Work clothing	29	21,985	80.9	17,780	--
	Amount not itemized	--	--	--	427	--
28	Clothing and accessories, women's and children's	138	66,096	98.3	64,948	23.5
	Girls' wear	10	1,592	63.6	886	--
	Infants' wear	6	1,146	70.3	806	--
	Dresses	19	8,356	96.6	8,056	--
	Hosiery	23	17,093	91.1	15,566	--
	Millinery	12	1,684	99.8	1,681	--
	Underwear, negligees, etc.	45	25,573	90.2	23,059	--
	Suits and coats (except fur)	15	5,455	99.2	5,410	--
	Other (except shoes and furs)	29	12,975	66.4	8,613	--
	Amount not itemized	--	--	--	871	--
29	Furs and fur clothing	5	622	97.4	606	.2
	CLOTHING AND FURNISHINGS TRADE (continued)					
32	Shoes and other footwear	55	$111,667	98.0	$109,410	39.6
	Men's and boys' leather	11	16,519	59.8	9,885	--
	Men's and boys' rubber	6	14,599	10.1	1,470	--
	Women's and children's leather	6	13,875	58.2	5,299	--
	Women's and children's rubber	4	13,953	1.0	142	--
	Infants'	8	14,573	7.9	1,157	--
	Amount not itemized	--	--	--	91,457	--
34	Textile products (except as listed)	20	24,566	2.2	535	.2
95	Leather and cut stock	13	41,440	1.4	583	.2
	Service and other receipts	--	--	--	79	--
	All other commodities	--	--	--	875	.3
	COAL AND COKE TRADE (Commodity coverage 100%)	10			8,331	100.0
73	Coal and coke	10	8,331	99.6	8,300	99.6
	Bituminous	4	560	92.5	518	--
	Coke	8	8,152	95.5	7,782	--
	Service and other receipts	--	--	--	12	.2
	All other commodities	--	--	--	19	.2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 95.4%)	219			122,590	100.0
37	Drugs and drug sundries	169	99,017	97.0	96,034	78.3
	Druggists' rubber goods	2	1,962	1.5	29	--
	Drugs, chemicals, pharmaceuticals	99	58,808	95.0	55,876	--
	Proprietary medicines	49	23,706	94.4	22,372	--
	Drug sundries (except soap)	30	7,903	56.8	4,485	--
	Amount not itemized	--	--	--	13,272	--
41	Soaps and toiletries	78	48,055	53.8	25,831	21.1
	Toilet articles	7	6,662	26.9	1,794	--
	Toilet preparations, except soaps	65	36,700	50.9	18,678	--
	Toilet soaps	16	8,099	15.6	1,263	--
	Other soaps	21	17,219	1.4	236	--
	Amount not itemized	--	--	--	3,860	--
60	Surgical, dental, hospital equipment	12	4,553	15.7	715	.6
	Service and other receipts	--	--	--	10	--
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.3%)	202			177,313	100.0
30	Notions	87	40,697	91.3	37,141	20.9
31	Piece goods	109	139,445	95.2	132,683	74.8
	Cottons	37	23,540	77.4	18,231	--
	Jute fabrics	1	22	9.1	2	--
	Linens	2	1,731	20.0	347	--
	Rayons	44	49,367	53.1	26,214	--
	Silks and velvets	46	49,876	52.5	26,203	--
	Woolens and worsted	8	12,541	92.9	11,656	--
	Curtains, draperies, upholsteries	5	4,452	89.5	3,984	--
	Other	3	889	95.6	850	--
	Amount not itemized	--	--	--	45,196	--
33	Yarns	19	19,813	12.9	2,550	1.4
34	Textile products (except as listed)	8	10,298	27.2	2,796	1.6
56	Industrial equipment and supplies (except electrical and railroad)	6	5,990	17.1	1,024	.6
	Service and other receipts	--	--	--	321	.2
	All other commodities	--	--	--	798	.5
	ELECTRICAL GOODS TRADE (Commodity coverage, 99.6%)	415			348,343	100.0
36	Automotive parts and accessories	34	16,896	28.8	4,862	1.4
43	Wiring supplies and electrical construction materials	112	122,855	42.7	52,512	15.1
	Interior	42	16,401	69.8	11,447	--
	Outside	11	6,309	15.2	957	--
	Lighting fixtures	42	64,492	2.5	1,583	--
	Incandescent lamps	28	40,655	94.5	38,390	--
	Amount not itemized	--	--	--	135	--
44	Electrical apparatus and equipment	218	280,710	86.9	243,829	70.0
45	Radios, appliances, specialties	188	82,188	40.5	33,291	9.5
	Radios and accessories	16	6,501	26.2	1,704	--
	Electric refrigerators	117	74,106	25.6	18,965	--
	Other electrical appliances	106	73,199	17.2	12,624	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	ELECTRICAL GOODS TRADE (continued)					
51	Plumbing, heating, air-conditioning	28	$60,375	.9	$547	.2
63	Copper	7	9,087	31.3	2,841	.8
	Service and other receipts	--	--	--	10,461	3.0
	FARM PRODUCTS (CONSUMER GOODS) TRADE (Commodity coverage, 90.2%)	313			64,562	100.0
2	Beer and other malt liquors	4	941	13.7	129	.2
3	Butter and cheese	86	34,436	70.5	24,267	37.6
4	Canned foods	9	4,471	28.6	1,278	2.0
6	Confectionery and ice cream	257	33,663	83.0	27,943	43.3
7	Dairy and poultry products (except butter and cheese)	74	26,242	40.6	10,650	16.5
	Eggs	14	4,615	4.7	218	--
	Milk and cream, fluid	38	13,418	39.9	5,355	--
	Poultry	2	435	59.8	260	--
	Other	30	12,795	33.8	4,329	--
	Amount not itemized	--	--	--	488	--
11	Groceries (except as listed)	31	9,966	1.3	134	.2
	Service and other receipts	--	--	--	63	.1
	All other commodities	--	--	--	98	.1
	FARM SUPPLIES TRADE (Commodity coverage, 94%)	66			29,884	100.0
9	Flour	7	811	27.1	220	.7
18	Feed	29	2,851	73.1	2,084	7.0
	Hay, straw and alfalfa	14	993	12.1	120	--
	Mixed and other	26	2,761	69.0	1,904	--
	Amount not itemized	--	--	--	60	--
19	Grains	17	1,468	29.4	432	1.4
42	Other chemicals	3	1,435	24.4	350	1.2
90	Fertilizer and fertilizer materials	33	26,633	94.5	25,172	84.2
	Service and other receipts	--	--	--	196	.7
	All other commodities	--	--	--	1,430	4.8
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 99.9%)	248			78,946	100.0
31	Piece goods	21	6,966	33.0	2,296	2.9
34	Textile products (except as listed)	39	25,742	3.6	918	1.2
46	China, glassware and crockery	6	808	100.0	808	1.0
47	Furniture, wooden and metal	119	32,188	96.3	30,983	39.2
	Household	85	22,514	100.0	22,514	--
	Office and store	30	7,232	80.1	5,791	--
	Amount not itemized	--	--	--	2,678	--
48	House furnishings	115	42,487	95.3	40,482	51.3
	Carpets and rugs	48	24,932	97.8	24,388	--
	Other floor coverings	3	3,529	99.9	3,525	--
	House furnishings (except as listed)	59	13,579	90.2	12,251	--
	Amount not itemized	--	--	--	318	--
	Service and other receipts	--	--	--	302	.4
	All other commodities	--	--	--	3,157	4.0
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 92.8%)	2,962			2,089,418	100.0
1	Bakery products	496	102,410	93.3	95,506	4.6
3	Butter and cheese	842	991,136	10.2	100,774	4.8
4	Canned foods	1,093	1,179,146	13.7	161,432	7.7
	Canned fruits	53	72,144	33.4	24,109	--
	Canned vegetables	56	80,355	16.1	12,965	--
	Canned fish and sea foods	53	79,836	18.0	14,333	--
	Canned meats	875	1,044,846	2.5	26,630	--
	Canned milk	667	807,182	4.6	36,852	--
	Other	703	798,136	2.8	22,384	--
	Amount not itemized	--	--	--	24,159	--
5	Coffee	550	207,720	29.0	60,264	2.9
6	Confectionery and ice cream	220	69,970	49.0	34,274	1.6
7	Dairy and poultry products (except butter and cheese)	848	994,851	9.6	95,012	4.6
9	Flour	188	242,388	43.2	104,779	5.0
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
11	Groceries (except as listed)	2,071	$1,692,557	21.1	$357,796	17.1
	Cereal preparations	243	286,540	29.0	82,962	--
	Extracts and spices	28	12,384	15.1	1,868	--
	Lard substitutes and cooking fats	848	1,096,716	9.5	104,101	--
	Nuts (all kinds)	31	96,603	5.3	5,083	--
	Butter substitutes	628	787,432	1.0	7,716	--
	Pickles, preserves and sauces	150	140,743	14.1	19,849	--
	Rice	5	5,285	3.0	156	--
	Teas	489	144,929	2.9	4,235	--
	Other	1,054	420,654	29.2	122,823	--
	Amount not itemized	--	--	--	9,003	--
12	Meats and meat products	925	1,055,803	71.8	758,577	36.3
	Lard	871	1,022,740	3.8	38,872	--
	Meats, fresh	888	1,031,778	45.3	466,964	--
	Meats, cured or smoked	879	1,019,668	20.5	209,218	--
	Other	489	602,219	4.8	28,912	--
	Amount not itemized	--	--	--	14,611	--
13	Soft drinks	37	9,501	55.8	5,299	.3
14	Sugar	9	160,163	86.2	137,988	6.6
16	Other food and related products	268	222,801	2.2	4,827	.2
18	Feed	149	170,923	16.4	27,949	1.3
26	Other farm products	3	70,544	28.0	19,748	1.0
39	Oils, animal and vegetable	313	567,545	1.6	8,966	.4
41	Soaps and toiletries	747	993,037	10.0	99,209	4.8
42	Other chemicals	166	334,494	2.8	9,317	.5
	Service and other receipts	--	--	--	1,145	.1
	All other commodities	--	--	--	6,556	.3
	HARDWARE TRADE (Commodity coverage, 59.0%)	53			10,810	100.0
36	Automotive parts and accessories	3	1,614	9.4	152	1.4
50	Hardware	53	10,810	98.6	10,657	98.6
	Builders' hardware	12	761	98.6	750	--
	Shelf or light hardware	12	5,137	53.1	2,729	--
	Tools and cutlery	17	4,970	57.7	2,866	--
	Other	18	4,363	92.6	4,041	--
	Amount not itemized	--	--	--	271	--
	Service and other receipts	--	--	--	1	--
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 99.9%)	248			91,428	100.0
91	Jewelry, silverwear, etc.	42	72,477	99.6	72,212	79.0
	Clocks and watches	5	1,028	100.0	1,028	--
	Jewelry	9	2,981	97.8	2,914	--
	Precious stones and metals	5	52,705	99.7	52,536	--
	Silverware and plated ware	21	15,797	98.5	15,555	--
	Amount not itemized	--	--	--	179	--
96	Optical goods	206	18,951	97.5	18,470	20.2
	Service and other receipts	--	--	--	36	--
	All other commodities	--	--	--	710	.8
	LUMBER AND CONSTRUCTION MATERIAL TRADE (Commodity coverage, 91.5%)	236			103,161	100.0
39	Oils, animal and vegetable	33	29,407	1.8	518	.5
40	Paints and varnishes	66	46,708	16.8	7,862	7.6
42	Other chemicals	8	18,476	3.7	676	.7
48	House furnishings	12	9,145	23.0	2,099	2.0
50	Hardware	24	26,309	3.0	785	.8
70	Brick, tile, and terra cotta	42	5,341	94.7	5,060	4.9
71	Building stone, slate, concrete	12	1,896	48.7	923	.9
72	Cement, lime, plaster, stucco	40	16,730	72.3	12,103	11.7
73	Coal and coke	4	997	21.3	212	.2
75	Glass (sheet and containers)	55	38,036	76.5	29,086	28.2
	Sheet glass	50	36,279	77.2	28,024	--
	Amount not itemized	--	--	--	1,062	--
77	Sand, gravel, crushed stone	7	1,448	19.5	282	.3

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	LUMBER AND CONSTRUCTION MATERIALS TRADE (continued)					
80	Lumber	26	$11,534	96.6	$11,143	10.8
84	Woodwork and wood products	13	1,722	78.3	1,349	1.5
87	Building materials (except as listed)	66	33,264	74.2	26,157	25.4
	Service and other receipts	--	--	--	422	.4
	All other commodities	--	--	--	4,484	4.3
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 96.5%)	2,453			662,145	100.0
31	Piece goods	32	5,206	88.0	4,580	.7
32	Shoes and other footwear	3	9,833	25.3	2,295	.3
34	Textile products (except as listed)	17	3,573	52.6	1,878	.5
35	Automobiles and motor vehicles	100	124,359	46.5	57,897	8.7
	Commercial vehicles	63	94,678	17.0	16,119	--
	Tractors	100	124,559	53.8	41,778	--
36	Automotive parts and accessories	19	34,303	17.4	5,964	.9
37	Drugs and drug sundries	40	23,764	45.0	10,695	1.6
41	Soaps and toiletries	50	15,825	34.5	5,462	.8
42	Other chemicals	83	17,302	55.5	9,597	1.5
43	Wiring supplies and electrical construction materials	4	9,944	9.3	922	.1
44	Electrical apparatus and equipment	32	22,364	11.9	2,652	.4
50	Hardware	30	11,918	60.1	7,168	1.1
51	Plumbing, heating, air-conditioning	17	6,343	57.1	3,623	.5
54	Barber and beauty-parlor equipment	20	3,885	76.4	2,969	.5
55	Farm machinery and garden equipment	264	213,152	65.7	135,850	20.5
56	Industrial equipment and supplies (except electrical and railroad)	568	240,035	45.5	109,244	16.5
	Belting, machanical rubber goods, etc.	52	33,876	48.4	16,385	--
	Power transmission equipment	81	9,403	96.5	9,056	--
	Materials-handling equipment	18	2,263	20.6	467	--
	Metal-working tools	64	24,780	94.3	23,361	--
	Rope, cordage, and twine	84	101,604	9.3	9,638	--
	Other	273	65,485	74.8	49,015	--
	Amount not itemized	--	--	--	1,322	--
57	Industrial machinery (non-electrical)	468	145,141	83.1	120,659	18.2
	Construction machinery	61	14,648	91.3	13,369	--
	Machine tools (power driven)	10	2,850	89.2	2,543	--
	Mine, quarry, pump machinery	67	36,027	62.1	22,387	--
	Oil well and refining machinery	149	28,288	97.4	27,560	--
	Power plant machinery (except electrical)	24	19,475	40.8	7,950	--
	Textile machinery	20	15,718	92.8	14,585	--
	Other	151	41,194	74.6	30,749	--
	Amount not itemized	--	--	--	1,516	--
58	Office and store machines and equipment	964	133,097	57.4	89,716	13.6
	Office machines and equipment	879	103,991	73.8	76,789	--
	Store fixtures and equipment	83	28,616	43.8	12,525	--
	Amount not itemized	--	--	--	402	--
59	Railroad equipment and supplies	26	19,865	21.1	4,190	.6
60	Surgical, dental, hospital equipment	131	20,523	98.4	20,186	3.1
64	Iron and steel (except scrap)	29	6,515	26.4	1,721	.3
75	Glass (sheet and containers)	6	4,778	84.7	4,049	.6
88	Cameras and supplies	13	3,559	50.7	1,803	.3
	Service and other receipts	--	--	--	51,152	4.7
	All other commodities	--	--	--	27,873	4.2
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 98.1%)	246			238,748	100.0
30	Notions	4	4,832	27.9	1,350	.6
34	Textile products (except as listed)	4	1,725	15.0	258	.1
42	Other chemicals	7	37,824	4.5	1,695	.7
43	Wiring supplies and electrical construction materials	6	25,432	12.5	3,184	1.3
50	Hardware	42	36,497	21.6	7,674	3.2
51	Plumbing, heating, air-conditioning	17	19,969	3.2	638	.3
57	Industrial machinery (non-electrical)	21	24,228	2.9	701	.3
62	Building metal work	16	16,545	39.6	6,544	2.7
63	Copper	28	108,305	22.2	24,046	10.1
64	Iron and steel (except scrap)	201	$172,953	89.8	$155,339	65.1
	Iron and steel pipe	14	64,010	8.0	5,124	--
	Seamless steel tubing	15	165,334	3.8	6,146	--
	Pig iron	6	41,125	1.2	502	--
	Rough castings and forgings	4	40,862	2.4	995	--
	Steel sheet	32	78,253	21.6	16,876	--
	Structural iron and steel	47	66,349	48.8	31,906	--
	Wire fencing	34	76,034	3.4	2,548	--
	Wire and wire rope or cable	68	80,759	28.1	22,705	--
	Other rolled iron and steel	53	84,970	21.9	18,619	--
	Amount not itemized	--	--	--	49,918	--
65	Lead (metallic) and zinc	10	4,789	35.7	1,708	.7
66	Metallic ores	6	11,902	93.1	11,078	4.6
69	Nonferrous metals (except as listed)	26	14,315	60.6	8,667	3.6
73	Coal and coke	4	64,949	1.1	713	.3
	Service and other receipts	--	--	--	337	.2
	All other commodities	--	--	--	14,816	6.2
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 96.6%)	199			145,248	100.0
56	Industrial equipment and supplies (except electrical and railroad)	18	16,148	5.5	891	.6
64	Iron and steel (except scrap)	3	10,555	1.7	173	.1
81	Paper goods (boxes, bags, cups, etc.)	100	70,978	62.9	44,640	30.7
82	Paper, (printing, board, etc.)	65	101,466	77.9	79,046	54.4
	Cardboard and paper board	5	12,884	89.1	11,477	--
	Uncoated book, newsprint	30	33,728	57.4	19,371	--
	Wall paper	2	109	100.0	109	--
	Amount not itemized	--	--	--	48,089	--
83	Stationery and supplies	74	34,938	31.9	11,158	7.7
87	Building materials (except as listed)	16	15,112	3.6	523	.4
	Service and other receipts	--	--	--	814	.6
	All other commodities	--	--	--	8,001	5.5
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 94.5%)	53			17,178	100.0
76	Petroleum and its products	53	17,178	95.0	16,317	95.0
	Crude oil	7	4,534	32.5	1,475	--
	Gasoline and naphthas	2	4,548	45.2	1,966	--
	Fuel and gas oils	1	3,134	27.1	849	--
	Kerosene	1	3,134	.3	10	--
	Lubricants, automotive	19	5,395	38.2	2,140	--
	Lubricants, (except automotive)	3	1,792	29.5	529	--
	Other petroleum products	23	6,928	57.9	4,011	--
	Amount not itemized	--	--	--	3,357	--
	Service and other receipts	--	--	--	34	.2
	All other commodities	--	--	--	827	4.8
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 95.6%)	334			95,702	100.0
43	Wiring supplies and electrical construction materials	6	2,748	53.1	907	.9
44	Electrical apparatus and equipment	6	3,565	7.6	270	.3
45	Radios, appliances, specialties	5	1,488	13.4	200	.2
48	House furnishings	3	889	18.7	166	.2
50	Hardware	14	4,207	10.0	430	.4
51	Plumbing, heating, air-conditioning	334	95,702	89.2	85,363	89.2
	Air-conditioning equipment	22	3,498	8.8	483	--
	Gas appliances and supplies	49	12,871	39.1	5,028	--
	Oil burners	17	6,582	40.6	2,366	--
	Fittings, valves, brass goods	165	56,610	37.6	21,306	--
	Plumbing fixtures	157	55,134	31.8	17,547	--
	Stoves, ranges, furnaces (except gas and electric)	197	65,250	53.2	34,703	--
	Amount not itemized	--	--	--	4,030	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (continued)					
56	Industrial equipment and supplies (except electrical)	9	$3,601	13.8	$498	.5
57	Industrial machinery (non-electrical)	8	2,097	14.3	300	.3
64	Iron and steel (except scrap)	103	33,689	21.7	7,322	7.7
	Iron and steel pipe	101	32,948	22.0	7,236	--
	Seamless steel tubing	4	2,559	.6	15	--
	Rough castings and forgings	1	422	3.6	15	--
	Steel sheet	6	1,044	5.4	56	--
	Service and other receipts	--	--	--	71	.1
	All other commodities	--	--	--	185	.2
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 100%)	65			407,526	100.0
81	Paper goods (boxes, bags, cups, etc.)	3	217,472	.3	558	.1
89	Tobacco products	65	407,526	99.2	404,137	99.2
	Cigars	58	341,572	11.8	40,421	--
	Cigarettes	11	372,572	78.3	291,656	--
	Other tobacco products	11	371,310	18.8	69,708	--
	Amount not itemized	--	--	--	2,352	--
	Service and other receipts	--	--	--	2,831	.7
	ALL OTHER TRADES (Commodity coverage, 98.6%)	361			165,192	100.0
28	Clothing and accessories, women's and children's	2	5,300	11.4	602	.4
30	Notions	2	2,196	9.4	206	.1
31	Piece goods	4	7,225	35.2	2,546	1.5
33	Yarns	12	16,640	80.2	13,338	8.1
	Cotton yarns	6	11,881	56.6	6,722	--
	Rayon yarns	1	2,295	100.0	2,295	--
	Silk yarns	3	5,305	44.0	2,335	--
	Woolen and worsted yarns	1	8	100.0	8	--
	Other	1	2,084	77.2	1,608	--
	Amount not itemized	--	--	--	370	--
34	Textile products (except as listed)	28	22,088	77.5	17,116	10.4
39	Oils, animal and vegetable	29	29,639	99.9	29,602	17.9
50	Hardware	4	2,386	11.2	268	.2
56	Industrial equipment and supplies (except electrical and railroad)	31	4,902	45.2	2,214	1.3
73	Coal and coke	20	520	33.7	175	.1
78	Books, magazines, sheet music, etc.	50	19,901	98.8	19,653	11.9
79	Logs, ties, pulpwood	2	1,683	100.0	1,683	1.0
81	Paper goods (boxes, bags, cups, etc.)	5	8,251	41.1	3,394	2.1
84	Woodwork and wood products	37	10,487	91.6	9,606	5.8
93	Leather and cut stock	71	58,569	96.9	56,737	34.3
94	Luggage, harness, etc.	21	2,454	41.7	1,024	.6
	Service and other receipts	--	--	--	153	.1
	All other commodities	--	--	--	6,875	4.2
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 99.7%)	139			118,819	100.0
88	Cameras and supplies	4	33,819	100.0	33,819	28.5
95	Motion picture film rentals	131	84,925	98.8	83,922	70.6
	All other commodities	--	--	--	1,078	.9
	AUTOMOTIVE TRADE (Commodity coverage, 98.8%)	32			52,922	100.0
35	Automobiles and motor vehicles	6	37,110	92.1	34,193	64.6
	Automobiles, passenger	5	25,690	72.6	18,661	--
	Commercial vehicles	6	37,110	41.9	15,532	--
36	Automotive parts and accessories	30	40,793	45.9	18,709	35.4
	Batteries	14	29,606	19.3	5,702	--
	Tires and tubes	4	9,608	.8	81	--
	Other equipment	14	51,512	32.4	10,213	--
	Amount not itemized	--	--	--	2,713	--
	All other commodities	--	--	--	20	--
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 82.2%)	30			$66,816	100.0
2	Beer and other malt liquors	6	$997	100.0	997	1.5
15	Wines and liquors	24	65,819	99.0	65,152	97.5
	Liquors	23	64,819	99.0	64,152	--
	Amount not itemized	--	--	--	1,000	--
	All other commodities	--	--	--	667	1.0
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 98.6%)	197			187,427	100.0
38	Chemicals, industrial and heavy	41	101,760	90.3	91,928	49.0
40	Paints and varnishes	39	28,022	75.5	21,143	11.3
42	Other chemicals	122	92,466	71.8	66,386	35.4
	Service and other receipts	--	--	--	107	.1
	All other commodities	--	--	--	7,863	4.2
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 96.4%)	194			97,407	100.0
27	Clothing and furnishings, men's and boys'	98	43,626	97.4	42,476	43.6
	Hats and caps	7	1,339	76.5	1,025	--
	Furnishings (except shoes)	60	25,641	96.6	24,774	--
	Suits and overcoats	20	7,778	99.8	7,765	--
	Work clothing	8	5,062	100.0	5,062	--
	Amount not itemized	--	--	--	3,850	--
28	Clothing and accessories, women's and children's	91	53,972	96.8	52,236	53.6
	Girls' wear	4	1,185	54.4	645	--
	Infants' wear	9	2,058	92.8	1,910	--
	Dresses	13	6,143	100.0	6,143	--
	Hosiery	11	24,047	80.1	19,251	--
	Millinery	7	1,087	100.0	1,087	--
	Underwear, negligees, etc.	23	18,217	69.3	12,631	--
	Suits and overcoats (except fur)	3	324	100.0	324	--
	Other (except shoes and furs)	15	9,354	46.1	4,316	--
	Amount not itemized	--	--	--	5,929	--
32	Shoes and other footwear	9	1,582	100.0	1,582	1.6
	Service and other receipts	--	--	--	75	.1
	All other commodities	--	--	--	1,038	1.1
	COAL AND COKE TRADE (Commodity coverage, 100%)	6			11,526	100.0
73	Coal and coke	6	11,526	100.0	11,526	100.0
	Coke	4	10,883	99.6	10,844	--
	Amount not itemized	--	--	--	682	--
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 65.4%)	27			6,505	100.0
37	Drugs and drug sundries	8	3,713	100.0	3,713	57.1
	Drugs, chemicals, pharmaceuticals	6	3,435	100.0	3,435	--
	Proprietary medicines	1	48	72.9	35	--
	Drug sundries (except soap)	2	278	87.4	243	--
41	Soaps and toiletries	19	2,792	98.9	2,762	42.4
	Toilet articles	3	680	100.0	680	--
	Toilet preparations, except soap	16	2,050	99.6	2,042	--
	Amount not itemized	--	--	--	40	--
	All other commodities	--	--	--	30	.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.9%)	131			222,891	100.0
30	Notions	21	14,761	77.6	11,460	5.2
31	Piece goods	106	209,611	98.7	206,916	92.8
	Cottons	43	77,772	68.7	53,434	--
	Linens	8	2,067	6.2	128	--
	Rayons	24	70,202	31.5	22,136	--
	Silks and velvets	10	1,576	70.1	1,104	--
	Woolens and worsteds	18	128,257	68.8	88,240	--
	Domestics	4	52,101	5.2	2,734	--
	Curtains, draperies, upholsteries	16	55,100	8.7	4,774	--
	Other	5	5,426	25.5	1,383	--
	Amount not itemized	--	--	--	32,983	--
	All other commodities	--	--	--	4,515	2.0

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	ELECTRICAL GOODS TRADE (Commodity coverage, 99.4%)	260			$136,332	100.0
36	Automotive parts and accessories	5	$12,006	47.8	5,738	4.2
43	Wiring supplies and electrical construction materials	83	67,743	46.5	31,533	23.1
	Interior	42	36,144	77.3	27,930	--
	Outside	14	8,516	10.3	881	--
	Lighting fixtures	23	28,309	.8	236	--
	Amount not itemized	--	--	--	2,486	--
44	Electrical apparatus and equipment	169	81,283	84.1	68,345	50.2
45	Radios, appliances, specialties	54	46,666	39.7	18,533	13.6
	Electrical refrigerators	35	33,727	20.3	6,845	--
	Other electrical appliances	51	45,980	25.4	11,688	--
51	Plumbing, heating, air-conditioning	20	32,045	.9	289	.2
56	Industrial equipment and supplies (except electrical and railroad)	31	11,947	10.3	1,232	.9
57	Industrial machinery (non-electrical)	30	10,592	24.7	2,618	1.9
63	Copper	22	28,976	27.7	8,022	5.9
	Service and other receipts	--	--	--	22	--
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 100.0%)	5			3,350	100.0
3	Butter and cheese	5	3,350	93.9	3,145	93.9
	All other commodities	--	--	--	205	6.1
	FARM SUPPLIES TRADE (Commodity coverage, 95.2%)	28			16,224	100.0
18	Feed	3	527	93.2	491	3.0
90	Fertilizer and fertilizer materials	24	15,636	98.2	15,361	94.7
	All other commodities	--	--	--	372	2.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 99.4%)	112			55,717	100.0
31	Piece goods	12	2,883	80.2	2,313	4.2
34	Textile products (except as listed)	4	7,198	27.3	1,968	3.5
46	China, glassware, and crockery	9	2,195	99.8	2,190	3.9
47	Furniture, wooden and metal	24	1,957	99.4	1,945	3.5
48	House furnishings	55	48,564	92.9	45,126	81.0
	Carpets and rugs	30	30,449	82.0	24,964	--
	Other floor coverings	12	23,003	82.1	18,877	--
	House furnishings (except as listed)	12	714	86.6	618	--
	Amount not itemized	--	--	--	667	--
49	Musical instruments, accessories	7	743	100.0	743	1.3
	Service and other receipts	--	--	--	11	--
	All other commodities	--	--	--	1,421	2.6
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 95.4%)	182			242,080	100.0
1	Bakery products	5	644	100.0	644	.3
3	Butter and cheese	7	51,913	8.9	4,613	1.9
4	Canned foods	24	60,727	18.6	11,301	4.7
6	Confectionery and ice cream	18	40,780	99.5	40,559	16.8
	Candy	6	40,133	100.0	40,133	--
	Other	12	647	65.8	426	--
7	Dairy and poultry products (except butter and cheese)	7	51,913	2.2	1,132	.5
9	Flour	6	5,952	96.8	5,760	2.4
11	Groceries (except as listed)	82	106,773	20.9	22,352	9.2
	Cereal preparations	6	8,192	38.0	3,113	--
	Extracts and spices	24	872	65.1	568	--
	Lard substitutes and cooking fats	8	52,535	6.3	3,304	--
	Butter substitutes	7	51,913	1.6	831	--
	Pickles, preserves and sauces	1	90	33.3	30	--
	Other	38	45,104	24.8	11,180	--
	Amount not itemized	--	--	--	3,326	--
13	Meats and meat products	10	57,227	74.9	42,891	17.7
	Lard	7	51,913	6.3	3,275	--
	Meats, fresh	8	56,222	47.5	26,686	--
	Meats, cured or smoked	9	52,918	21.3	11,249	--
	Other	4	42,639	2.7	1,169	--
	Amount not itemized	--	--	--	612	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
14	Sugar	4	$29,579	99.7	$29,502	12.2
18	Feed	11	54,463	1.5	833	.3
39	Oils, animal and vegetable	7	50,618	.7	348	.1
41	Soaps and toilstries	47	107,151	48.9	52,441	21.7
	Toilet preparations, except soap	18	47,868	23.3	11,170	--
	Toilet soaps	46	105,692	11.4	12,039	--
	Other soaps	46	105,692	26.3	27,784	--
	Amount not itemized	--	--	--	1,448	--
42	Other chemicals	38	106,689	2.8	3,008	1.2
75	Glass (sheet and containers)	21	22,209	100.0	22,209	9.2
	Glass containers	21	22,209	100.0	22,209	--
	Service and other receipts	--	--	--	10	--
	All other commodities	--	--	--	4,477	1.8
	HARDWARE TRADE (Commodity coverage, 94.8%)	28			9,553	100.0
50	Hardware	28	9,553	87.2	8,327	87.2
	Builders' hardware	2	490	95.5	468	--
	Shelf or light hardware	4	3,574	100.0	3,574	--
	Tools and cutlery	3	871	100.0	871	--
	Other	9	1,528	88.5	1,353	--
	Amount not itemized	--	--	--	2,061	--
	All other commodities	--	--	--	1,226	12.8
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	41			6,515	100.0
48	House furnishings	3	888	24.7	219	3.4
91	Jewelry, silverware, etc.	41	6,515	95.9	6,248	95.9
	Clocks and watches	6	630	100.0	630	--
	Jewelry	17	976	100.0	976	--
	Silverware and plated ware	8	4,148	94.8	3,932	--
	Amount not itemized	--	--	--	710	--
	All other commodities	--	--	--	48	.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 93.4%)	251			158,042	100.0
40	Paints and varnishes	15	7,160	10.7	763	.5
56	Industrial equipment and supplies (except electrical and railroad)	5	14,640	43.0	6,298	4.0
62	Building metal work	28	5,764	98.8	5,695	3.6
64	Iron and steel (except scrap)	12	678	31.3	212	.1
70	Brick, tile, and terra cotta	35	3,512	92.8	3,258	2.1
71	Building stone, slate, concrete	6	334	100.0	334	.2
72	Cement, lime, plaster, stucco	57	30,099	79.7	23,989	15.2
74	Crude nonmetallic minerals (except as listed)	5	5,698	33.3	1,899	1.2
75	Glass (sheet and containers)	16	39,592	100.0	39,592	25.1
	Sheet glass	16	39,592	100.0	39,592	--
76	Petroleum and its products	4	5,212	20.5	1,067	.7
77	Sand, gravel, crushed stone	4	226	84.5	191	.1
80	Lumber	14	4,377	97.7	4,278	2.7
84	Woodwork and wood products	7	185	98.9	183	.1
87	Building materials (except as listed)	100	80,605	84.0	67,690	42.8
	Service and other receipts	--	--	--	152	.1
	All other commodities	--	--	--	2,441	1.5
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 89.4%)	1,021			440,359	100.0
31	Piece goods	21	21,536	99.8	21,490	4.9
42	Other chemicals	14	2,669	38.1	1,015	.2
44	Electrical apparatus and equipment	20	7,750	31.6	2,451	.5
46	China, glassware, and crockery	8	1,281	100.0	1,281	.3
50	Hardware	6	1,326	91.6	1,215	.3
55	Farm machinery and garden equipment	9	650	100.0	650	.1

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
56	Industrial equipment and supplies (except electrical and railroad)	264	$201,471	89.3	$179,999	40.9
	Belting, mechanical rubber goods, etc.	24	5,436	60.5	3,291	--
	Power transmission equipment	34	13,023	64.5	8,401	--
	Metal-working tools	14	8,791	79.2	6,965	--
	Rope, cordage, and twine	5	2,213	87.3	1,932	--
	Other	184	171,606	92.9	159,410	--
57	Industrial machinery (non-electrical)	346	101,756	86.2	87,681	19.9
	Construction machinery	45	10,144	95.6	9,702	--
	Machine tools (power driven)	21	9,243	93.7	8,665	--
	Mine, quarry, pump machinery	22	5,799	31.6	1,833	--
	Oil well and refining machinery	26	14,881	61.0	9,074	--
	Power plant machinery (except electrical)	122	40,731	85.2	34,700	--
	Textile machinery	9	1,996	100.0	1,996	--
	Other	116	27,931	77.7	21,711	--
58	Office and store machines and equipment	233	15,569	95.5	14,876	3.4
59	Railroad equipment and supplies	41	35,123	95.4	33,505	7.6
60	Surgical, dental, hospital equipment	35	3,017	97.1	2,928	.7
64	Iron and steel (except scrap)	14	11,601	34.3	3,975	.9
70	Brick, tile, and terra cotta	10	4,630	87.7	4,062	.9
75	Glass (sheet and containers)	27	42,171	100.0	42,171	9.6
	Glass containers	27	42,171	100.0	42,171	--
83	Stationery and supplies	16	1,962	92.4	1,813	.4
	Service and other receipts	--	--	--	1,700	.4
	All other commodities	--	--	--	39,551	9.0
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 82.3%)	389			840,839	100.0
30	Notions	5	4,474	31.1	1,391	.2
38	Chemicals, industrial and heavy	10	46,116	2.6	1,209	.1
40	Paints and varnishes	4	9,991	17.8	1,781	.2
43	Wiring supplies and electrical construction materials	23	57,033	10.4	5,925	.7
61	Aluminum, bars, wire, etc.	30	60,718	94.5	57,363	6.8
63	Copper	33	84,383	31.3	26,431	3.2
64	Iron and steel (except scrap)	298	710,766	95.6	679,282	80.8
	Iron and steel pipe	77	191,960	21.3	40,880	--
	Seamless steel tubing	33	108,955	35.3	38,514	--
	Pig iron	20	176,318	1.6	2,790	--
	Rough castings and forgings	25	182,988	3.9	7,183	--
	Steel sheet	83	456,831	46.8	213,608	--
	Structural iron and steel	87	250,569	21.4	53,735	--
	Wire fencing	48	108,167	4.2	4,545	--
	Wire and wire rope or cable	37	110,012	41.4	45,529	--
	Other rolled iron and steel	88	299,210	47.8	143,148	--
	Amount not itemized	--	--	--	129,349	--
65	Lead (metallic) and zinc	9	10,321	24.3	2,512	.3
67	Scrap iron and steel	13	238,567	1.4	3,285	.4
69	Nonferrous metals (except as listed)	50	41,391	87.8	36,328	4.3
73	Coal and coke	10	114,835	4.4	5,015	.6
74	Crude nonmetallic minerals (except as listed)	6	47,902	3.5	1,694	.2
	All other commodities	--	--	--	18,623	2.2
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 99.4%)	178			135,991	100.0
79	Logs, ties, pulpwood	3	6,343	43.6	2,768	2.0
81	Paper goods (boxes, bags, cups, etc.)	87	56,221	66.7	37,504	27.6
82	Paper (printing, board, etc.)	70	101,137	86.2	87,164	64.1
	Cardboard and paper board	21	55,065	84.2	46,377	--
	Uncoated book, newsprint	17	19,475	98.7	19,231	--
	Wall paper	1	225	100.0	225	--
	Amount not itemized	--	--	--	21,331	--
83	Stationery and supplies	40	8,141	97.8	7,963	5.8
	Service and other receipts	--	--	--	216	.2
	All other commodities	--	--	--	376	.3
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 52.2%)	20			$24,467	100.0
76	Petroleum and its products	20	$24,467	99.7	24,396	99.7
	Crude oil	4	7,169	.5	34	--
	Gasoline and napthas	3	7,383	73.9	5,458	--
	Fuel and gas oils	2	7,284	3.1	228	--
	Kerosene	1	7,136	11.5	819	--
	Lubricants, automotive	6	8,111	12.7	1,031	--
	Lubricants (except automotive)	3	7,700	10.8	833	--
	Other petroleum products	3	7,327	3.1	224	--
	Amount not itemized	--	--	--	15,769	--
	Service and other receipts	--	--	--	17	.1
	All other commodities	--	--	--	54	.2
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.1%)	170			21,606	100.0
44	Electrical apparatus and equipment	10	8,503	19.6	1,669	7.7
51	Plumbing, heating, air-conditioning	170	21,606	83.0	17,935	83.0
	Air-conditioning equipment	46	4,340	34.5	1,498	--
	Gas appliances and supplies	36	3,887	68.7	2,670	--
	Oil burners	4	4,560	33.8	1,539	--
	Fittings, valves, brass goods	48	2,589	95.9	2,484	--
	Plumbing fixtures	9	4,075	86.5	3,526	--
	Stoves, ranges, furnaces (except gas and electric)	48	9,046	51.1	4,620	--
	Amount not itemized	--	--	--	1,598	--
56	Industrial equipment and supplies (except electrical and railroad)	9	404	36.4	147	.7
	Service and other receipts	--	--	--	6	--
	All other commodities	--	--	--	1,849	8.6
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 82.2%)	121			260,026	100.0
89	Tobacco products	121	260,026	100.0	260,026	100.0
	Cigars	3	768	100.0	768	--
	Cigarettes	1	6,444	100.0	6,444	--
	Amounts not itemized	--	--	--	252,814	--
	ALL OTHER TRADES (Commodity coverage, 99.9%)	290			137,213	100.0
31	Piece goods	3	5,790	4.6	267	.2
33	Yarns	22	46,254	97.3	45,026	32.8
	Cotton yarns	5	3,361	100.0	3,361	--
	Rayon yarns	13	41,498	97.0	40,266	--
	Amount not itemized	--	--	--	1,399	--
34	Textile products (except as listed)	17	7,113	97.3	6,920	5.0
39	Oils, animal and vegetable	5	6,481	95.6	6,197	4.5
42	Other chemicals	16	18,576	15.8	2,934	2.1
78	Books, magazines, sheet music, etc.	109	32,428	93.4	30,279	22.1
79	Logs, ties, pulpwood	34	23,211	98.2	22,789	16.6
80	Lumber	5	2,867	14.5	416	.3
81	Paper goods (boxes, bags, cups, etc.)	4	5,398	36.6	1,977	1.5
84	Woodwork and wood products	35	6,515	100.0	6,515	4.7
93	Leather and cut stock	15	8,910	100.0	8,910	6.5
94	Luggage, harness, etc.	9	1,976	88.8	1,755	1.3
	Service and other receipts	--	--	--	282	.2
	All other commodities	--	--	--	2,946	2.2
	BULK TANK STATIONS (PETROLEUM AND ITS PRODUCTS)					
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 96.9%)	26,944			2,620,979	100.0
36	Automotive parts and accessories	8,354	819,472	3.2	26,181	1.0
76	Petroleum and its products	26,944	2,620,979	95.3	2,498,337	95.3
	Crude oil	261	73,965	11.7	8,648	--
	Gasoline and napthas	14,422	1,528,720	71.8	1,098,062	--
	Fuel and gas oils	7,633	1,110,035	12.1	134,670	--
	Kerosene	13,181	1,383,492	5.9	81,714	--
	Lubricants, automotive	13,328	1,378,386	7.5	103,697	--
	Lubricants (except automotive)	7,295	883,045	3.6	31,961	--
	Other petroleum products	10,011	1,114,046	2.6	28,448	--
	Amount not itemized	--	--	--	1,011,137	--
	Service and other receipts	--	--	--	2,630	.1
	All other commodities	--	--	--	93,831	3.6

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 91.4%)	226			$21,876	100.0
43	Wiring supplies and electrical construction materials	4	$889	21.9	195	.9
45	Radios, appliances, specialties	6	189	18.0	34	.1
48	Rooms furnishings	5	1,149	27.7	318	1.4
52	Sporting goods	40	3,796	93.6	3,552	16.2
53	Toys and games	80	10,584	89.2	9,446	43.2
83	Stationery and supplies	4	303	18.8	57	.3
88	Cameras and supplies	9	909	95.5	868	4.0
91	Jewelry, silverware, etc.	4	106	26.4	28	.1
94	Luggage, harness, etc.	6	146	26.7	39	.2
95	Motion picture film rentals	34	2,711	99.2	2,689	12.3
	All other commodities	--	--	--	4,650	21.3
	AUTOMOTIVE TRADE (Commodity coverage, 80.5%)	429			53,688	100.0
31	Piece goods	3	4,749	56.2	2,669	5.0
35	Automobiles and motor vehicles	35	13,183	82.8	10,920	20.3
	Automobiles, passenger	12	5,928	76.0	4,507	--
	Commercial vehicles	16	7,795	67.0	5,225	--
	Tractors	9	845	79.3	670	--
	Amount not itemized	--	--	--	518	--
36	Automotive parts and accessories	400	45,062	74.2	33,443	62.3
	Batteries	55	1,117	24.8	277	--
	Tires and tubes	35	1,015	58.0	589	--
	Other equipment	307	31,623	76.4	24,155	--
	Amount not itemized	--	--	--	8,422	--
43	Wiring supplies and electrical construction materials	3	731	14.0	102	.2
45	Radios, appliances, specialties	12	6,367	5.9	376	.7
50	Hardware	8	997	20.6	205	.4
51	Plumbing, heating, air-conditioning	5	564	25.0	141	.3
56	Industrial equipment and supplies (except electrical and railroad)	8	7,801	30.6	2,390	4.4
	Service and other receipts	--	--	--	834	1.6
	All other commodities	--	--	--	2,608	4.8
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 98.1%)	68			21,071	100.0
2	Beer and other malt liquors	4	78	100.0	78	.4
4	Canned foods	5	1,769	19.5	345	1.6
6	Confectionery and ice cream	3	840	20.4	171	.8
13	Soft drinks	3	301	9.0	27	.1
15	Wines and liquors	65	20,997	96.9	20,354	96.6
	Liquors	49	11,139	93.8	10,444	--
	Wines	16	2,163	36.1	780	--
	Amount not itemized	--	--	--	9,130	--
	All other commodities	--	--	--	96	.5
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 93.8%)	395			92,364	100.0
11	Groceries (except as listed)	5	1,573	6.4	100	.1
38	Chemicals, industrial and heavy	97	25,733	85.9	22,106	23.9
39	Oils, animal and vegetable	25	5,365	30.5	1,639	1.8
40	Paints and varnishes	70	6,336	81.3	5,151	5.6
41	Soaps and toiletries	12	813	32.7	266	.3
42	Other chemicals	253	62,069	91.1	56,539	61.2
56	Industrial equipment and supplies (except electrical and railroad)	10	1,198	24.0	288	.3
57	Industrial machinery (non-electrical)	12	3,031	15.5	470	.5
64	Iron and steel (except scrap)	6	562	17.4	98	.1
74	Crude nonmetallic minerals (except as listed)	5	2,618	83.8	2,195	2.4
76	Petroleum and its products	5	1,898	8.2	156	.2
	Service and other receipts	--	--	--	154	.2
	All other commodities	--	--	--	3,202	3.4
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 85.3%)	1,101			355,951	100.0
27	Clothing and furnishings, men's and boys'	260	63,140	68.5	43,282	12.1
	Hats and caps	30	6,444	93.0	5,992	--
	Furnishings (except shoes)	138	36,516	57.8	21,117	--
	Suits and overcoats	65	14,275	55.8	7,959	--
	Work clothing	25	5,855	45.1	2,642	--
	Amount not itemized	--	--	--	5,572	--
	CLOTHING AND FURNISHINGS TRADE (continued)					
28	Clothing and accessories, women's and children's	788	$305,183	94.2	$287,513	80.8
	Girls' wear	41	9,696	19.2	1,858	--
	Infants' wear	47	6,835	46.1	3,152	--
	Dresses	252	81,474	56.5	46,054	--
	Hosiery	118	67,560	79.3	53,565	--
	Millinery	137	35,493	51.7	18,344	--
	Underwear, negligees, etc.	104	30,877	53.9	16,656	--
	Suits and coats (except fur)	145	67,120	40.6	27,232	--
	Other (except shoes and furs)	153	37,507	36.1	13,540	--
	Amount not itemized	--	--	--	107,112	--
29	Furs and fur clothing	96	24,670	48.8	12,041	3.4
32	Shoes and other footwear	72	11,113	94.7	10,520	2.9
34	Textile products (except as listed)	4	861	66.6	573	.2
	Service and other receipts	--	--	--	903	.3
	All other commodities	--	--	--	1,119	.3
	COAL AND COKE TRADE (Commodity coverage, 99.8%)	435			426,330	100.0
64	Iron and steel (except scrap)	7	10,875	10.9	1,190	.3
73	Coal and coke	435	426,330	98.8	421,179	98.8
	Anthracite	89	142,984	84.1	120,193	--
	Bituminous	309	265,022	88.6	234,708	--
	Coke	54	48,843	25.5	12,467	--
	Amount not itemized	--	--	--	53,811	--
76	Petroleum and its products	4	3,891	11.3	438	.1
	Service and other receipts	--	--	--	2,503	.6
	All other commodities	--	--	--	1,020	.2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 84.7%)	124			22,775	100.0
11	Groceries (except as listed)	5	1,919	21.6	415	1.8
16	Other food and related products	5	3,084	1.0	31	.1
37	Drugs and drug sundries	70	16,767	80.8	13,543	59.5
	Druggists' rubber goods	3	992	7.0	69	--
	Drugs, chemicals, pharmaceuticals	23	6,980	75.2	5,251	--
	Proprietary medicines	19	4,646	60.2	2,799	--
	Drug sundries (except soap)	24	7,288	33.8	2,461	--
	Amount not itemized	--	--	--	2,963	--
39	Oils, animal and vegetable	8	1,622	18.1	293	1.3
41	Soaps and toiletries	65	11,903	64.9	7,725	33.9
	Toilet articles	25	6,672	32.3	2,157	--
	Toilet preparations, except soap	43	9,264	45.0	4,171	--
	Toilet soaps	12	3,374	13.1	443	--
	Other soaps	7	2,086	2.8	59	--
	Amount not itemized	--	--	--	895	--
42	Other chemicals	6	3,404	3.9	134	.6
76	Petroleum and its products	5	3,822	.8	31	.1
93	Leather and cut stock	4	2,924	1.3	38	.2
	Service and other receipts	--	--	--	9	--
	All other commodities	--	--	--	556	2.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 93.6%)	890			950,514	100.0
28	Clothing and accessories, women's and children's	23	49,885	6.3	3,130	.3
30	Notions	132	29,939	94.5	28,294	3.0
31	Piece goods	758	920,311	98.9	909,797	95.7
	Cottons	368	495,908	92.0	456,259	--
	Jute fabrics	7	2,905	12.6	367	--
	Linens	32	13,261	27.1	3,598	--
	Rayons	129	139,237	40.5	56,429	--
	Silks and velvets	133	69,506	41.6	28,917	--
	Woolens and worsteds	213	267,380	75.3	201,410	--
	Domestics	18	40,476	14.2	5,738	--
	Curtains, draperies, upholsteries	24	6,604	33.1	2,187	--
	Other	27	8,206	67.4	5,534	--
	Amount not itemized	--	--	--	149,358	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	DRY GOODS (SPECIALTY LINES) TRADE (continued)					
33	Yarns	9	$58,333	7.8	$4,553	.5
34	Textile products (except as listed)	25	2,377	71.1	1,691	.2
56	Industrial equipment and supplies (except electrical and railroad)	5	22,748	7.8	1,776	.2
	Service and other receipts	--	--	--	353	--
	All other commodities	--	--	--	920	.1
	ELECTRICAL GOODS TRADE (Commodity coverage, 96.1%)	605			44,063	100.0
36	Automotive parts and accessories	21	2,155	22.0	474	1.1
43	Wiring supplies and electrical construction material	264	22,593	86.6	19,555	44.4
	Interior	133	14,143	78.0	11,035	--
	Outside	31	2,847	45.9	1,307	--
	Lighting fixtures	79	4,606	40.3	1,858	--
	Incandescent lamps	50	2,436	60.2	1,466	--
	Amount not itemized	--	--	--	3,889	--
44	Electrical apparatus and equipment	159	10,335	84.2	8,703	19.8
45	Radios, appliances, specialties	255	16,656	80.6	13,420	30.4
	Radios and accessories	125	9,673	78.2	7,562	--
	Electric refrigerators	32	1,606	52.7	847	--
	Other electrical appliances	126	6,756	57.7	3,898	--
	Amount not itemized	--	--	--	1,113	--
48	House furnishings	7	528	9.1	48	.1
50	Hardware	8	950	14.1	134	.3
51	Plumbing, heating, air-conditioning	20	868	19.8	172	.4
56	Industrial equipment and supplies (except electrical and railroad)	17	924	18.5	171	.4
57	Industrial machinery (non-electrical)	11	814	10.9	89	.2
64	Iron and steel (except scrap)	8	491	12.0	59	.1
	Service and other receipts	--	--	--	98	.2
	All other commodities	--	--	--	1,140	2.6
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 94.9%)	2,848			2,572,727	100.0
17	Cotton, raw	472	324,357	98.2	318,651	12.4
18	Feed	53	56,314	8.3	4,655	.2
19	Grains	373	547,594	97.6	534,210	20.8
	Corn	154	270,824	32.7	88,673	--
	Wheat	179	319,313	60.7	193,815	--
	Other	191	251,502	22.1	55,493	--
	Amount not itemized	--	--	--	196,229	--
20	Hides, skins and raw furs	196	67,924	96.4	65,464	2.5
21	Livestock	1,291	3,340,275	37.6	1,256,473	48.8
	Cattle (including calves)	583	510,547	66.8	340,808	--
	Hogs	397	438,752	31.6	138,651	--
	Horses and mules	145	59,619	59.0	35,168	--
	Sheep and lambs	316	393,556	14.2	55,951	--
	Other	38	20,307	16.8	3,406	--
	Amount not itemized	--	--	--	682,489	--
23	Silk, raw	14	8,223	90.7	7,457	.3
24	Tobacco, leaf	363	223,508	100.0	223,508	8.7
25	Wool, raw	136	80,273	87.2	70,009	2.7
26	Other farm products	77	91,032	60.3	54,881	2.1
39	Oils, animal and vegetable	9	32,629	6.5	2,131	.1
	Service and other receipts	--	--	--	3,171	.1
	All other commodities	--	--	--	32,117	1.3
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 94.4%)	1,360			723,150	100.0
3	Butter and cheese	67	58,501	67.4	39,432	5.5
4	Canned foods	13	7,122	23.2	1,655	.2
7	Dairy and poultry products (except butter and cheese)	250	138,612	71.6	99,311	13.7
	Eggs	160	78,271	38.0	29,710	--
	Milk and cream, fluid	19	7,096	74.9	5,314	--
	Poultry	151	74,774	70.2	52,456	--
	Other	12	3,703	56.4	1,549	--
	Amount not itemized	--	--	--	10,482	--
9	Flour	6	1,934	44.3	857	.1
	FARM PRODUCTS - CONSUMER GOODS TRADE (continued)					
10	Fruits and vegetables	1,116	$580,382	98.6	$572,432	79.1
	Fresh fruits	673	393,150	68.6	269,807	--
	Fresh vegetables	663	297,851	56.7	168,893	--
	Amount not itemized	--	--	--	133,732	--
11	Groceries (except as listed)	22	24,639	4.7	1,163	.2
14	Sugar	8	3,668	32.4	1,190	.2
	Service and other receipts	--	--	--	480	.1
	All other commodities	--	--	--	6,630	.9
	FARM SUPPLIES TRADE (Commodity coverage, 96.3%)	256			84,074	100.0
4	Canned foods	6	2,539	5.1	129	.2
9	Flour	12	5,823	15.5	900	1.1
11	Groceries (except as listed)	9	2,779	16.9	469	.6
18	Feed	132	58,061	80.1	46,528	55.3
	Hay, straw, and alfalfa	59	7,766	66.8	5,189	--
	Mixed and other	65	40,151	73.1	29,370	--
	Amount not itemized	--	--	--	11,969	--
19	Grains	32	17,194	28.5	4,907	5.8
	Corn	15	9,963	15.4	1,530	--
	Wheat	10	3,528	4.5	160	--
	Other	15	8,884	22.2	1,973	--
	Amount not itemized	--	--	--	1,244	--
22	Seeds	19	3,745	57.0	2,135	2.5
26	Other farm products	5	8,837	18.9	1,670	2.0
39	Oils, animal and vegetable	7	7,012	17.2	1,203	1.4
42	Other chemicals	4	889	44.0	391	.5
74	Crude nonmetallic minerals (except as listed)	3	793	11.0	87	.1
90	Fertilizer and fertilizer materials	108	28,163	85.5	24,068	28.6
	Service and other receipts	--	--	--	62	.1
	All other commodities	--	--	--	1,525	1.8
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 97.5%)	406			73,389	100.0
31	Piece goods	57	26,266	73.2	19,752	26.9
	Cottons	4	1,890	27.7	524	--
	Linens	3	551	17.6	97	--
	Woolens and worsteds	1	400	25.0	100	--
	Domestics	35	22,734	63.4	14,415	--
	Curtains, draperies, upholsteries	23	6,728	62.8	4,225	--
	Amount not itemized	--	--	--	391	--
34	Textile products (except as listed)	4	236	80.9	191	.3
45	Radios, appliances, specialties	10	1,651	27.5	454	.6
46	China, glassware, and crockery	84	11,025	86.0	9,485	12.9
47	Furniture, wooden and metal	120	13,352	87.8	11,719	16.0
	Household	75	8,647	84.2	7,285	--
	Office and store	26	2,562	85.9	2,200	--
	Amount not itemized	--	--	--	2,234	--
48	House furnishings	160	28,925	80.5	23,285	31.7
	Carpets and rugs	59	17,784	59.6	10,607	--
	Other floor coverings	24	8,462	48.8	4,129	--
	House furnishings (except as listed)	82	6,426	60.1	3,861	--
	Amount not itemized	--	--	--	4,688	--
49	Musical instruments, accessories	4	322	100.0	322	.4
69	Nonferrous metals (except as listed)	5	238	44.5	106	.2
91	Jewelry, silverware, etc.	3	1,048	34.4	360	.5
98	Second-hand merchandise	21	1,108	95.1	1,034	1.4
	Service and other receipts	--	--	--	61	.1
	All other commodities	--	--	--	6,600	9.0
	GENERAL MERCHANDISE TRADE (Commodity coverage, 26.6%)	22			18,228	100.0
4	Canned foods	8	8,146	12.4	1,014	5.6
11	Groceries (except as listed)	7	8,428	8.0	673	3.7
27	Clothing and furnishings, men's and boys'	9	8,466	7.1	598	3.3
28	Clothing and accessories, women's and children's	8	7,250	51.8	3,759	20.6
31	Piece goods	10	14,034	14.2	1,994	10.9
37	Drugs and drug sundries	11	15,665	4.7	733	4.0
45	Radios, appliances, specialties	8	9,447	9.1	855	4.7

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	GENERAL MERCHANDISE TRADE (continued)					
50	Hardware	13	$8,262	11.6	$950	5.3
64	Iron and steel (except scrap)	4	7,081	8.2	580	3.2
83	Stationery and supplies	4	1,233	36.1	445	2.4
	Service and other receipts	--	--	--	29	.2
	All other commodities	--	--	--	6,582	36.1
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 77.2%)	1,655			1,386,527	100.0
1	Bakery products	36	25,223	15.1	3,813	.3
3	Butter and cheese	29	24,899	16.6	4,140	.3
4	Canned foods	883	574,687	50.2	288,556	20.8
	Canned fruits	438	322,662	17.8	57,331	--
	Canned vegetables	493	313,513	25.0	78,287	--
	Canned fish and sea foods	415	305,363	14.9	45,639	--
	Canned meats	208	133,564	4.1	5,544	--
	Canned milk	183	136,426	14.1	19,245	--
	Other	210	137,996	9.1	12,589	--
	Amount not itemized	--	--	--	69,921	--
5	Coffee	220	179,753	52.9	95,087	6.9
	Green	134	120,640	68.6	82,751	--
	Roasted	74	48,810	8.0	3,908	--
	Amount not itemized	--	--	--	8,428	--
6	Confectionery and ice cream	126	84,496	23.3	19,699	1.4
7	Dairy and poultry products (except butter and cheese)	32	20,734	9.6	1,986	.1
8	Fish and sea foods	104	34,638	35.5	12,311	.9
9	Flour	204	126,560	52.5	66,423	4.8
10	Fruits and vegetables	82	60,708	10.6	6,464	.5
11	Groceries (except as listed)	819	504,727	34.5	174,120	12.6
	Cereal preparations	139	128,374	6.4	8,256	--
	Extracts and spices	129	80,907	4.8	3,852	--
	Lard substitutes and cooking fats	121	77,394	22.6	17,523	--
	Nuts (all kinds)	200	172,515	16.2	27,917	--
	Butter substitutes	29	31,846	5.3	1,677	--
	Pickles, preserves and sauces	209	122,771	5.9	7,294	--
	Rice	206	156,883	8.4	13,180	--
	Teas	67	35,757	10.9	3,909	--
	Other	441	298,514	23.9	71,405	--
	Amount not itemized	--	--	--	19,109	--
12	Meats and meat products	82	106,573	76.9	84,055	6.1
	Lard	28	31,741	28.8	9,145	--
	Meats, fresh	22	34,368	80.9	27,802	--
	Meats, cured or smoked	31	27,592	48.0	13,243	--
	Other	9	13,979	41.8	5,843	--
	Amount not itemized	--	--	--	28,022	--
13	Soft drinks	47	62,529	2.4	1,486	.1
14	Sugar	408	717,911	79.2	568,707	41.0
15	Wines and liquors	34	48,368	8.5	4,101	.3
16	Other food and related products	91	80,133	11.5	9,322	.7
18	Feed	49	34,332	7.0	2,398	.1
19	Grains	40	31,789	7.5	2,408	.2
26	Other farm products	49	52,282	6.5	3,466	.2
39	Oils, animal and vegetable	33	47,034	5.8	2,737	.2
41	Soaps and toiletries	49	60,486	4.8	2,886	.2
42	Other chemicals	68	81,738	3.3	2,673	.2
75	Glass (sheet and containers)	20	54,073	4.5	1,571	.1
81	Paper goods (boxes, bags, cups, etc.)	38	44,080	5.3	2,351	.2
	Service and other receipts	--	--	--	653	--
	All other commodities	--	--	--	24,914	1.8
	HARDWARE TRADE (Commodity coverage, 94.2%)	272			30,631	100.0
36	Automotive parts and accessories	5	2,909	13.0	579	1.2
43	Wiring supplies and electrical construction materials	7	8,021	17.1	345	1.1
43	Radios, appliances, specialties	5	640	22.3	143	.5
48	House furnishings	7	295	31.1	92	.3
50	Hardware	272	30,631	85.4	26,161	85.4
	Builders' hardware	59	4,133	57.6	2,380	--
	Heavy hardware	43	5,064	59.5	3,011	--
	Shelf or light hardware	73	5,997	62.9	4,399	--
	Tools and cutlery	56	4,912	49.9	2,453	--
	Wire screening	12	2,350	62.8	1,468	--
	Other	85	5,436	50.8	2,771	--
	Amount not itemized	--	--	--	9,679	--
	HARDWARE TRADE (continued)					
51	Plumbing, heating, air-conditioning	17	$2,621	5.6	$147	.5
53	Toys and games	5	520	11.5	60	.2
55	Farm machinery and garden equipment	12	2,658	18.8	501	1.6
56	Industrial equipment and supplies (except electrical and railroad)	29	5,235	18.9	991	3.3
57	Industrial machinery (non-electrical)	4	242	14.5	35	.1
59	Railroad equipment and supplies	3	411	16.3	67	.2
64	Iron and steel (except scrap)	10	1,002	13.1	131	.4
94	Luggage, harness, etc.	3	1,424	7.1	101	.3
	Service and other receipts	--	--	--	179	.6
	All other commodities	--	--	--	1,299	4.3
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 99.3%)	119			6,532	100.0
91	Jewelry, silverware, etc.	113	6,291	96.8	6,089	91.8
	Clocks and watches	16	2,454	82.9	2,034	--
	Jewelry	59	2,345	67.1	1,574	--
	Precious stones and metals	28	1,507	70.1	1,056	--
	Silverware and plated ware	18	1,356	57.0	773	--
	Amount not itemized	--	--	--	652	--
96	Optical goods	6	341	100.0	341	5.1
	Service and other receipts	--	--	--	4	.1
	All other commodities	--	--	--	198	3.0
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 89.6%)	748			124,614	100.0
50	Hardware	28	1,880	22.5	423	.3
62	Building metal work	91	3,932	60.7	2,388	1.9
64	Iron and steel (except scrap)	30	2,405	25.8	621	.5
70	Brick, tile and terra cotta	88	6,702	81.1	5,434	4.4
71	Building stone, slate, concrete	49	4,242	52.0	2,207	1.7
72	Cement, lime, plaster, stucco	30	3,697	48.0	1,774	1.4
74	Crude nonmetallic minerals (except as listed)	7	716	25.3	188	.1
75	Glass (sheet and containers)	39	3,081	75.5	2,326	1.9
77	Sand, gravel, crushed stone	43	4,345	97.4	4,231	3.4
79	Logs, ties, pulpwood	23	9,856	26.1	2,568	2.1
80	Lumber	329	97,511	93.9	91,575	73.5
84	Woodwork and wood products	53	5,241	53.6	3,334	2.7
87	Building materials (except as listed)	114	7,037	62.9	4,425	3.6
	Service and other receipts	--	--	--	291	.2
	All other commodities	--	--	--	2,829	2.3
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.3%)	2,283			198,770	100.0
4	Canned foods	4	2,219	14.2	315	.2
14	Sugar	3	4,814	5.1	292	.1
16	Other food and related products	6	2,508	9.0	225	.1
19	Grains	5	905	36.5	330	.2
26	Other farm products	10	1,409	31.3	441	.2
31	Piece goods	54	9,561	49.0	4,682	2.3
34	Textile products (except as listed)	30	8,756	48.5	4,249	2.1
36	Automotive parts and accessories	20	5,127	12.8	399	.2
41	Soaps and toiletries	27	1,920	10.6	203	.1
42	Other chemicals	50	3,229	23.2	750	.4
43	Wiring supplies and electrical construction materials	11	2,815	12.1	341	.2
44	Electrical apparatus and equipment	37	2,544	18.3	312	.2
43	Radios, appliances, specialties	24	2,326	16.9	393	.2
46	China, glassware and crockery	12	1,134	19.5	221	.1
47	Furniture, wooden and metal	14	1,147	23.0	264	.1
50	Hardware	55	10,416	27.7	2,883	1.5
51	Plumbing, heating, air-conditioning	58	7,133	36.5	2,613	1.3
54	Barber and beauty parlor equipment	42	1,175	93.8	1,103	.5
55	Farm machinery and garden equipment	72	4,059	83.0	3,369	1.7
56	Industrial equipment and supplies (except electrical and railroad)	747	69,560	79.3	55,181	27.8
	Belting, mechanical rubber goods, etc.	128	12,997	43.0	5,593	--
	Power transmission equipment	52	3,026	54.4	1,646	--
	Materials-handling equipment	100	6,134	67.0	4,109	--
	Metal-working tools	77	5,128	47.8	2,449	--
	Rope, cordage and twine	44	16,561	88.8	14,711	--
	Other	429	35,012	70.7	24,752	--
	Amount not itemized	--	--	--	1,921	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
37	Industrial machinery (non-electrical)	727	$63,903	86.4	$55,220	27.8
	Construction machinery	93	6,224	76.6	4,770	--
	Machine tools (power driven)	113	17,684	86.2	15,249	--
	Mine, quarry, pump machinery	78	6,573	52.7	3,463	--
	Oil well and refining machinery	43	8,817	53.3	4,696	--
	Power plant machinery (except electrical)	189	15,718	70.2	11,037	--
	Textile machinery	31	2,391	68.3	1,633	--
	Other	234	16,907	81.5	13,786	--
	Amount not itemized	--	--	--	586	--
38	Office and store machines and equipment	312	13,836	85.8	11,875	6.0
	Office machines and equipment	123	3,787	91.4	3,461	--
	Store fixtures and equipment	173	8,864	80.5	7,136	--
	Amount not itemized	--	--	--	1,278	--
59	Railroad equipment and supplies	163	24,965	82.5	20,598	10.4
60	Surgical, dental, hospital equipment	39	3,827	62.5	2,392	1.2
64	Iron and steel (except scrap)	50	10,803	17.2	1,758	.9
70	Brick, tile and terra cotta	9	2,859	11.4	326	.2
71	Building stone, slate, concrete	16	282	74.1	209	.1
74	Crude nonmetallic minerals (except as listed)	8	1,016	27.1	275	.1
75	Glass (sheet and containers)	40	8,621	54.4	4,686	2.3
76	Petroleum and its products	7	1,870	20.7	388	.2
85	Aircraft and parts	14	11,897	92.5	11,006	5.3
	Heavier than air	8	11,281	54.7	6,175	--
	Lighter than air	2	399	13.8	35	--
	Equipment and supplies	11	11,399	41.2	4,776	--
86	Boats	12	532	73.3	391	.2
	Service and other receipts	--	--	--	1,025	.5
	All other commodities	--	--	--	10,035	5.0
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 88.9%)	354			154,079	100.0
40	Paints and varnishes	5	32,866	2.4	783	.5
42	Other chemicals	6	52,060	2.5	1,304	.9
50	Hardware	14	1,278	24.4	312	.2
51	Plumbing, heating, air-conditioning	27	3,593	26.9	968	.6
56	Industrial equipment and supplies (except electrical and railroad)	20	22,022	1.8	399	.3
57	Industrial machinery (non-electrical)	10	1,221	26.0	317	.2
61	Aluminum, bare, wire, etc.	22	4,740	47.3	2,241	1.5
62	Building metal work	42	3,173	54.6	1,731	1.1
63	Copper	32	56,127	29.8	16,703	10.8
64	Iron and steel (except scrap)	261	107,850	59.9	64,363	41.9
	Iron and steel pipe	31	6,743	69.8	4,707	--
	Seamless steel tubing	9	3,311	16.1	532	--
	Pig iron	28	42,936	54.3	23,318	--
	Rough castings and forgings	36	5,840	59.2	3,458	--
	Steel sheet	27	6,895	49.8	3,431	--
	Structural iron and steel	36	6,104	42.2	2,577	--
	Wire fencing	9	251	37.1	93	--
	Wire and wire rope or cable	30	25,021	10.7	2,669	--
	Other rolled iron and steel	55	10,259	54.4	5,578	--
	Amount not itemized	--	--	--	18,200	--
65	Lead (metallic) and zinc	11	52,000	24.0	12,497	8.1
66	Metallic ores	11	38,493	3.3	1,259	.8
67	Scrap iron and steel	6	16,351	7.8	1,274	.8
69	Nonferrous metals (except as listed)	47	80,340	30.0	24,089	15.6
70	Brick, tile and terra cotta	13	5,277	38.7	2,040	1.3
73	Coal and coke	20	39,804	23.6	9,405	6.1
	Anthracite	5	14,010	12.7	1,783	--
	Bituminous	1	2,341	--	1	--
	Coke	20	39,804	19.1	7,621	--
74	Crude nonmetallic minerals (except as listed)	8	3,604	8.1	292	.2
76	Petroleum and its products	4	1,331	23.2	355	.2
90	Fertilizer and fertilizer materials	3	50,886	1.5	764	.5
	Service and other receipts	--	--	--	228	.2
	All other commodities	--	--	--	12,555	8.2
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 98.0%)	241			$38,228	100.0
48	House furnishings	3	$554	13.7	76	.2
78	Books, magazines, sheet music, etc.	4	313	20.4	64	.2
81	Paper goods (boxes, bags, cups, etc.)	104	30,323	77.1	15,672	41.0
82	Paper (printing, board, etc.)	62	20,142	93.2	18,781	49.1
	Cardboard and paper board	15	4,887	95.4	4,664	--
	Uncoated book, newsprint	25	9,041	96.5	8,726	--
	Wall paper	5	328	48.5	159	--
	Amount not itemized	--	--	--	5,232	--
83	Stationery and supplies	87	4,428	66.9	2,964	7.8
84	Woodwork and wood products	4	254	18.5	47	.1
	Service and other receipts	--	--	--	10	--
	All other commodities	--	--	--	614	1.6
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 98.5%)	103			71,632	100.0
76	Petroleum and its products	103	71,632	99.9	71,330	99.9
	Crude oil	17	14,014	51.0	7,147	--
	Gasoline and napthas	31	23,813	49.0	11,674	--
	Fuel and gas oils	24	17,660	27.8	4,901	--
	Kerosene	15	15,741	9.6	1,507	--
	Lubricants, automotive	30	14,103	29.7	4,195	--
	Lubricants (except automotive)	7	1,235	60.3	745	--
	Other petroleum products	20	8,149	31.4	2,557	--
	Amount not itemized	--	--	--	38,804	--
	Service and other receipts	--	--	--	72	.1
	All other commodities	--	--	--	30	--
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.6%)	391			23,890	100.0
45	Radios, appliances, specialties	10	1,441	31.1	448	1.9
48	House furnishings	5	599	17.5	105	.4
50	Hardware	10	1,369	19.6	269	1.1
51	Plumbing, heating, air-conditioning	391	23,890	91.7	21,896	91.7
	Air-conditioning equipment	74	3,164	64.2	2,032	--
	Gas appliances and supplies	32	2,940	72.9	2,142	--
	Oil burners	30	1,132	46.4	525	--
	Fittings, valves, brass goods	126	8,003	58.1	4,650	--
	Plumbing fixtures	74	8,566	62.1	5,316	--
	Stoves, ranges, furnaces, (except gas and electric)	97	4,463	76.1	3,396	--
	Amount not itemized	--	--	--	3,835	--
56	Industrial equipment and supplies (except electrical and railroad)	17	584	22.9	134	.6
57	Industrial machinery (non-electrical)	17	1,056	21.8	230	1.0
62	Building metal work	5	233	20.2	47	.2
64	Iron and steel (except scrap)	14	1,269	41.4	525	2.2
	Iron and steel pipe	9	1,187	41.9	497	--
	Rough castings and forgings	3	78	21.8	17	--
	Structural iron and steel	1	31	3.2	1	--
	Other rolled iron and steel	1	29	17.2	5	--
	Amount not itemized	--	--	--	5	--
	Service and other receipts	--	--	--	129	.6
	All other commodities	--	--	--	107	.4
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 95.5%)	8			1,460	100.0
89	Tobacco products	8	1,460	94.2	1,375	94.2
	Cigars	5	786	99.9	785	--
	Cigarettes	1	586	80.2	470	--
	Other tobacco products	2	627	5.1	32	--
	Amount not itemized	--	--	--	88	--
	All other commodities	--	--	--	85	5.8

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

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BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	ALL OTHER TRADES (Commodity coverage, 92.9%)	997			$450,397	100.0
11	Groceries (except as listed)	7	$10,411	5.4	559	.1
17	Cotton, raw	5	15,540	10.1	1,575	.4
18	Feed	5	5,427	23.3	1,267	.3
20	Hides, skins and raw furs	4	13,406	4.1	550	.1
26	Other farm products	75	22,148	44.2	9,798	2.1
30	Notions	11	1,688	28.5	481	.1
31	Piece goods	15	20,194	29.7	5,991	1.3
33	Yarns	112	127,580	98.1	125,112	27.8
	Cotton yarns	61	45,172	79.5	35,893	--
	Rayon yarns	21	60,739	86.0	52,236	--
	Silk yarns	11	8,049	56.6	4,557	--
	Woolen and worsted yarns	29	24,543	49.1	12,059	--
	Other	12	4,711	61.7	2,906	--
	Amount not itemized	--	--	--	17,461	--
34	Textile products (except as listed)	34	21,441	60.7	13,006	2.9
38	Chemicals, industrial and heavy	5	5,207	9.1	475	.1
39	Oils, animal and vegetable	60	116,907	94.6	110,564	24.6
78	Books, magazines, sheet music, etc.	392	20,063	98.8	19,818	4.4
79	Logs, ties, pulpwood	36	27,554	81.2	22,364	5.0
82	Paper (printing, board, etc.)	5	13,632	36.7	4,997	1.1
84	Woodwork and wood products	38	6,172	99.4	6,132	1.4
92	Junk and scrap (except iron)	8	2,282	99.8	2,254	.5
93	Leather and cut stock	120	43,988	98.4	43,301	9.6
94	Luggage, harness, etc.	28	1,095	95.3	1,043	.2
97	Rubber, crude	12	72,877	99.6	72,575	16.1
	Service and other receipts	--	--	--	218	--
	All other commodities	--	--	--	8,317	1.9
	ASSEMBLERS					
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 93.2%)	12,441			1,392,440	100.0
7	Dairy and poultry products (except butter and cheese)	197	12,202	14.8	1,805	.1
9	Flour	777	78,804	3.7	2,933	.2
17	Cotton, raw	1,386	290,161	97.1	281,821	20.2
18	Feed	2,784	254,714	10.1	25,623	1.9
19	Grains	7,619	695,128	86.8	603,448	43.3
	Corn	4,292	442,379	39.5	174,699	--
	Wheat	5,181	456,340	46.8	213,456	--
	Other	4,689	480,879	20.4	97,923	--
	Amount not itemized	--	--	--	117,370	--
20	Hides, skins and raw furs	525	22,149	63.7	14,118	1.0
21	Livestock	2,728	1,423,596	21.0	298,628	21.5
	Cattle (including calves)	1,767	150,371	40.9	61,550	--
	Hogs	1,506	161,307	47.5	76,688	--
	Horses and mules	576	33,157	37.2	12,335	--
	Sheep and lambs	832	111,810	14.9	16,622	--
	Other	143	19,980	9.6	1,920	--
	Amount not itemized	--	--	--	129,513	--
24	Tobacco, leaf	259	74,232	99.3	73,734	5.3
25	Wool, raw	334	49,042	62.3	30,560	2.2
26	Other farm products	735	52,840	44.9	23,708	1.7
55	Farm machinery and garden equipment	285	33,097	6.5	2,146	.2
73	Coal and coke	3,099	279,149	7.5	20,797	1.5
76	Petroleum and its products	328	38,676	8.6	3,330	.2
80	Lumber	260	29,002	8.6	2,481	.2
90	Fertilizer and fertilizer materials	417	50,727	5.4	2,731	.2
	Service and other receipts	--	--	--	4,577	.3
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 88.1%)	10,188			762,848	100.0
3	Butter and cheese	304	73,462	66.9	49,122	6.4
4	Canned foods	68	49,391	6.6	3,256	.4
7	Dairy and poultry products (except butter and cheese)	8,089	371,988	82.9	308,212	40.4
	Eggs	4,386	218,020	39.5	86,065	--
	Milk and cream, fluid	5,484	175,059	55.0	96,336	--
	Poultry	4,546	190,697	33.4	63,734	--
	Other	203	39,601	5.3	2,088	--
	Amount not itemized	--	--	--	59,989	--
9	Flour	177	11,462	20.9	2,394	.3
10	Fruits and vegetables	2,121	385,321	95.6	368,416	48.3
	Fresh fruits	1,024	290,078	90.0	261,099	--
	Fresh vegetables	1,169	99,960	80.0	79,928	--
	Amount not itemized	--	--	--	27,389	--
	FARM PRODUCTS - CONSUMER GOODS TRADE (continued)					
11	Groceries (except as listed)	173	$11,868	16.6	$1,966	.3
18	Feed	873	61,296	18.7	11,446	1.5
19	Grains	168	13,311	12.4	1,649	.2
20	Hides, skins, and raw furs	724	34,554	3.3	1,126	.1
25	Wool, raw	237	17,070	7.3	1,240	.2
42	Other chemicals	93	27,501	7.3	2,004	.3
55	Farm machinery and garden equipment	34	13,858	8.5	1,178	.1
90	Fertilizer and fertilizer materials	98	16,365	7.3	1,188	.2
	Service and other receipts	--	--	--	3,746	.5
	All other commodities	--	--	--	5,905	.8
	FARM SUPPLIES TRADE (Commodity coverage, 72.9%)	425			21,337	100.0
7	Dairy and poultry products (except butter and cheese)	45	2,777	26.3	731	3.4
9	Flour	63	3,604	9.0	324	1.5
10	Fruits and vegetables	17	902	20.4	184	.9
11	Groceries (except as listed)	7	675	8.3	56	.3
18	Feed	329	17,646	57.1	10,073	47.2
	Hay, straw and alfalfa	191	7,949	46.6	3,704	--
	Mixed and other	158	10,764	40.9	4,398	--
	Amount not itemized	--	--	--	1,971	--
19	Grains	148	8,427	23.7	1,994	9.4
	Corn	70	4,002	13.5	542	--
	Wheat	69	4,859	12.2	592	--
	Other	73	4,353	12.5	545	--
	Amount not itemized	--	--	--	315	--
21	Livestock	15	537	12.8	69	.3
22	Seeds	120	10,905	41.2	4,490	21.1
23	Wool, raw	14	1,193	3.4	41	.2
26	Other farm products	23	3,697	14.4	532	2.5
35	Automobiles and motor vehicles	4	171	16.4	28	.1
42	Other chemicals	5	267	17.6	47	.2
55	Farm machinery and garden equipment	14	1,435	3.7	53	.2
56	Industrial equipment and supplies (except electrical and railroad)	11	1,202	8.6	103	.5
64	Iron and steel (except scrap)	12	1,450	2.8	41	.2
73	Coal and coke	65	4,475	8.5	382	1.8
76	Petroleum and its products	19	1,825	10.8	198	.9
90	Fertilizer and fertilizer materials	73	4,664	25.8	1,202	5.6
	Service and other receipts	--	--	--	99	.5
	All other commodities	--	--	--	690	3.2
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 79.4%)	562			55,206	100.0
8	Fish and sea foods	384	21,489	99.5	21,380	38.8
	Fresh fish	162	10,348	81.1	8,390	--
	Cured and processed fish	20	2,061	49.2	1,014	--
	Frozen fish	21	2,860	29.1	832	--
	Other	204	8,901	72.6	6,466	--
	Amount not itemized	--	--	--	4,678	--
10	Fruits and vegetables	6	1,414	28.1	397	.7
11	Groceries (except as listed)	164	32,730	95.0	31,095	56.3
	Cereal preparations	2	108	2.8	3	--
	Extracts and spices	2	437	58.4	255	--
	Lard substitutes and cooking fats	2	693	84.7	587	--
	Nuts (all kinds)	105	27,346	97.1	26,564	--
	Butter substitutes	1	107	.9	1	--
	Pickles, preserves and sauces	6	165	33.3	55	--
	Rice	2	114	1.8	2	--
	Other	44	3,976	73.1	2,907	--
	Amount not itemized	--	--	--	721	--
12	Meats and meat products	7	538	42.9	231	.4
19	Grains	23	1,894	15.1	286	.5
26	Other farm products	29	5,145	3.0	152	.3
76	Petroleum and its products	10	772	7.9	61	.1
	Service and other receipts	--	--	--	64	.1
	All other commodities	--	--	--	1,540	2.8
	ALL OTHER TRADES (Commodity coverage, 90.9%)	295			4,421	100.0
26	Other farm products	155	1,262	100.0	1,262	28.5
79	Logs, ties, pulpwood	128	2,703	99.6	2,692	60.9
	Service and other receipts	--	--	--	11	.3
	All other commodities	--	--	--	456	10.3

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 82.9%)	247			$33,140	100.0
45	Radios, appliances, specialties	4	$211	46.9	99	.3
46	China, glassware, and crockery	7	1,919	33.7	646	1.9
48	House furnishings	3	99	35.4	35	.1
50	Hardware	4	188	23.9	45	.1
52	Sporting goods	37	7,366	95.9	7,065	21.3
53	Toys and games	96	11,166	92.9	10,377	31.3
83	Stationery and supplies	12	709	31.5	223	.7
88	Cameras and supplies	17	1,995	82.6	1,644	5.0
91	Jewelry, silverware, etc.	5	123	30.9	38	.1
95	Motion picture film rentals	22	6,253	94.9	5,936	17.9
96	Optical goods	3	387	12.1	47	.2
	All other commodities	--	--	--	6,985	21.1
	AUTOMOTIVE TRADE (Commodity coverage, 98.7%)	271			75,292	100.0
31	Piece goods	3	334	98.8	330	.4
35	Automobiles and motor vehicles	21	44,158	92.8	40,975	54.4
	Automobiles, passenger	14	37,293	80.3	29,946	--
	Commercial vehicles	7	23,407	20.7	4,847	--
	Tractors	4	2,574	91.8	2,362	--
	Motorcycles	2	703	8.7	61	--
	Amount not itemized	--	--	--	3,759	--
36	Automotive parts and accessories	254	67,785	46.5	31,512	41.8
	Batteries	53	13,129	6.2	814	--
	Tires and tubes	48	16,262	38.5	6,260	--
	Other equipment	171	50,744	34.6	17,551	--
	Amount not itemized	--	--	--	6,887	--
45	Radios, appliances, specialties	6	2,879	8.6	248	.3
56	Industrial equipment and supplies (except electrical and railroad)	4	1,341	26.5	355	.5
59	Railroad equipment and supplies	5	351	100.0	351	.5
76	Petroleum and its products	10	10,031	1.2	125	.2
	Service and other receipts	--	--	--	796	1.1
	All other commodities	--	--	--	600	.8
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 98.6%)	243			94,221	100.0
2	Beer and other malt liquors	78	9,799	97.5	9,554	10.1
13	Soft drinks	15	1,489	15.6	233	.3
15	Wines and liquors	163	84,422	98.5	83,146	88.2
	Liquors	64	57,977	86.2	49,994	--
	Wines	110	49,700	27.3	13,552	--
	Amount not itemized	--	--	--	19,600	--
16	Other food and related products	4	2,277	7.0	159	.2
39	Oils, animal and vegetable	4	1,099	16.2	178	.2
	Service and other receipts	--	--	--	125	.1
	All other commodities	--	--	--	826	.9
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 93.4%)	238			109,088	100.0
37	Drugs and drug sundries	5	4,377	28.5	1,248	1.1
38	Chemicals, industrial and heavy	61	55,951	92.2	33,140	30.4
39	Oils, animal and vegetable	11	3,732	21.2	790	.7
40	Paints and varnishes	99	12,104	78.1	9,457	8.7
41	Soaps and toiletries	3	1,936	13.1	253	.2
42	Other chemicals	81	62,886	95.0	59,724	54.7
56	Industrial equipment and supplies (except electrical and railroad)	4	1,711	10.0	171	.2
74	Crude nonmetallic minerals (except as listed)	3	2,022	10.7	217	.2
	Service and other receipts	--	--	--	642	.6
	All other commodities	--	--	--	3,446	3.2
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 96.0%)	1,632			329,880	100.0
20	Hides, skins, and raw furs	16	1,785	27.5	487	.1
27	Clothing and furnishings, men's and boys'	442	72,366	85.3	61,724	18.7
	Hats and caps	90	10,624	81.6	8,665	--
	Furnishings (except shoes)	208	39,845	74.5	29,669	--
	Suits and overcoats	105	15,067	89.8	13,527	--
	Work clothing	28	12,074	65.2	7,878	--
	Amount not itemized	--	--	--	1,985	--
	CLOTHING AND FURNISHINGS TRADE (continued)					
28	Clothing and accessories, women's and children's	898	$221,972	94.9	$210,599	63.8
	Girls' wear	34	6,863	74.4	5,103	--
	Infants' wear	58	10,621	66.4	7,054	--
	Dresses	240	65,203	93.7	61,100	--
	Hosiery	134	44,225	67.2	29,713	--
	Millinery	173	30,818	93.4	28,780	--
	Underwear, negligees, etc.	120	34,878	51.2	17,846	--
	Suits and coats (except fur)	79	19,389	80.2	15,467	--
	Other (except shoes and furs)	196	57,031	67.8	38,666	--
	Amount not itemized	--	--	--	6,868	--
29	Furs and fur clothing	195	26,089	97.3	25,383	7.7
30	Notions	12	2,276	27.9	634	.2
31	Piece goods	19	16,443	9.4	1,544	.6
32	Shoes and other footwear	113	24,227	94.7	22,947	7.0
	Men's and boys' leather	45	10,437	46.4	4,847	--
	Men's and boys' rubber	20	2,958	19.4	574	--
	Women's and children's leather	64	17,745	78.8	13,975	--
	Women's and children's rubber	16	2,598	13.6	353	--
	Infants'	22	4,178	29.0	1,210	--
	Other	12	878	40.5	356	--
	Amount not itemized	--	--	--	1,632	--
34	Textile products (except as listed)	20	13,939	23.3	3,251	1.0
94	Luggage, harness, etc.	4	863	95.2	822	.2
98	Second-hand merchandise	65	2,199	89.2	1,961	.6
	Service and other receipts	--	--	--	528	.2
	COAL AND COKE TRADE (Commodity coverage, 98.0%)	91			61,351	100.0
73	Coal and coke	91	61,351	98.6	60,468	98.6
	Anthracite	52	37,778	87.2	32,946	--
	Bituminous	26	19,473	25.6	4,986	--
	Coke	26	13,609	11.2	1,522	--
	Amount not itemized	--	--	--	21,014	--
76	Petroleum and its products	6	4,239	13.5	571	.9
	Service and other receipts	--	--	--	35	.1
	All other commodities	--	--	--	277	.4
	DRUGS (FULL LINE) TRADE (Commodity coverage, 60.2%)	5			8,485	100.0
37	Drugs and drug sundries*	5	8,485	88.9	7,545	88.9
	Druggists' rubber goods	1	2,238	2.2	50	--
	Drugs, chemicals, pharmaceuticals	2	2,417	9.5	230	--
	Proprietary medicines	2	2,417	52.8	1,275	--
	Drug sundries (except soap)	2	2,417	10.6	253	--
	Toilet preparations (except soaps)	1	179	1.7	3	--
	Toilet soaps	1	179	.6	1	--
	Amount not itemized	--	--	--	5,731	--
	Service and other receipts	--	--	--	100	1.2
	All other commodities	--	--	--	840	9.9
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 95.4%)	370			50,057	100.0
37	Drugs and drug sundries	217	29,400	88.5	26,006	52.0
	Druggists' rubber goods	28	2,589	39.0	1,009	--
	Drugs, chemicals, pharmaceuticals	53	5,179	74.7	3,868	--
	Proprietary medicines	63	7,580	87.4	6,625	--
	Drug sundries (except soap)	72	13,388	70.5	9,443	--
	Amount not itemized	--	--	--	5,061	--
39	Oils, animal and vegetable	6	1,382	16.2	224	.4
41	Soaps and toiletries	182	29,795	68.8	20,601	41.0
	Toilet articles	46	4,577	45.2	2,070	--
	Toilet preparations (except soaps)	133	25,399	63.8	16,201	--
	Toilet soaps	37	5,108	16.5	845	--
	Other soaps	12	1,729	25.6	442	--
	Amount not itemized	--	--	--	943	--
42	Other chemicals	5	1,171	26.4	309	.6
45	Radios, appliances, specialties	3	723	22.1	160	.3
	Service and other receipts	--	--	--	104	.2
	All other commodities	--	--	--	2,758	5.5

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

* Including soaps and toiletries.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	DRY GOODS (FULL LINE) TRADE (Commodity coverage, 36.8%)	5			$7,658	100.0
27	Clothing and furnishings, men's and boys'	3	$6,020	6.5	391	5.1
	Furnishings (except shoes)	2	2,474	2.2	55	--
	Suits and overcoats	1	75	1.3	1	--
	Work clothing	2	2,474	8.1	201	--
	Amount not itemized	--	--	--	134	--
28	Clothing and accessories, women's and children's	5	7,658	23.4	1,790	23.4
	Girls' wear	2	2,474	2.1	51	--
	Infants' wear	2	2,474	8.1	201	--
	Dresses	3	4,060	1.8	72	--
	Hosiery	2	1,661	35.0	581	--
	Underwear, negligees, etc.	4	4,112	1.7	70	--
	Suits and coats (except fur)	2	127	7.1	9	--
	Amount not itemized	--	--	--	806	--
30	Notions	3	5,997	6.9	415	5.4
31	Piece goods	5	7,658	53.6	4,107	53.6
	Cottons	3	3,673	10.6	389	--
	Linens	1	3,546	.7	26	--
	Rayons	1	75	13.3	10	--
	Silks and velvets	1	3,546	6.0	212	--
	Woolens and worsteds	1	3,546	3.4	119	--
	Domestics	1	3,546	20.7	735	--
	Curtains, draperies, upholsteries	2	3,598	7.8	280	--
	Amount not itemized	--	--	--	2,336	--
	All other commodities	--	--	--	955	12.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.7%)	2,245			607,873	100.0
27	Clothing and furnishings, men's and boys'	20	2,485	50.4	1,253	.2
28	Clothing and accessories, women's and children's	35	9,456	22.3	2,105	.3
29	Furs and fur clothing	45	3,537	96.1	3,399	.6
30	Notions	671	86,815	90.8	78,852	13.0
31	Piece goods	1,478	522,362	98.7	515,423	84.8
	Cottons	499	215,551	75.7	163,265	--
	Jute fabrics	7	2,329	54.3	1,265	--
	Linens	105	27,520	59.9	16,498	--
	Rayons	372	178,037	65.2	116,081	--
	Silks and velvets	426	150,162	63.6	95,494	--
	Woolens and worsteds	284	74,333	87.0	64,664	--
	Domestics	28	5,045	32.4	1,636	--
	Curtains, draperies, upholsteries	59	21,301	55.0	11,712	--
	Other	46	14,536	54.4	7,905	--
	Amount not itemized	--	--	--	36,903	--
34	Textile products (except as listed)	73	17,970	35.7	6,411	1.0
	Service and other receipts	--	--	--	430	.1
	ELECTRICAL GOODS TRADE (Commodity coverage, 92.8%)	349			72,464	100.0
36	Automotive parts and accessories	7	8,313	16.0	1,326	1.8
43	Wiring supplies and electrical construction materials	191	36,010	64.3	23,145	31.9
	Interior	96	23,403	28.3	6,615	--
	Outside	24	17,614	12.1	2,134	--
	Lighting fixtures	87	17,495	21.2	3,702	--
	Incandescent lamps	83	18,879	31.3	5,912	--
	Amount not itemized	--	--	--	4,782	--
44	Electrical apparatus and equipment	53	22,926	33.1	7,588	10.5
45	Radios, appliances, specialties	191	57,727	66.2	38,208	52.7
	Radios and accessories	94	38,382	34.4	13,208	--
	Electric refrigerators	41	34,140	43.7	14,936	--
	Other electrical appliances	108	32,031	22.9	7,322	--
	Amount not itemized	--	--	--	2,742	--
50	Hardware	5	3,164	9.9	314	.5
51	Plumbing, heating, air-conditioning	5	7,521	4.7	353	.5
57	Industrial machinery (non-electrical)	3	3,169	3.0	94	.1
	Service and other receipts	--	--	--	800	1.1
	All other commodities	--	--	--	636	.9

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FARM PRODUCTS (RAW MATERIALS) TRADE (Commodity coverage, 98.6%)	672			$247,103	100.0
5	Coffee	3	$5,460	31.1	1,698	.7
17	Cotton, raw	3	1,065	74.0	788	.3
18	Feed	4	2,720	31.5	856	.4
19	Grains	8	31,885	97.8	31,197	12.6
	Corn	3	1,808	53.2	962	--
	Wheat	4	2,412	25.9	625	--
	Other	2	657	19.2	126	--
	Amount not itemized	--	--	--	29,474	--
20	Hides, skins, and raw furs	527	103,560	96.1	99,562	40.3
21	Livestock	4	745	100.0	745	.3
23	Silk, raw	13	66,269	90.6	60,045	24.3
24	Tobacco, leaf	49	12,471	98.4	12,267	5.0
25	Wool, raw	7	1,538	16.1	247	.1
26	Other farm products	60	30,885	85.0	26,255	10.6
29	Furs and fur clothing	39	12,264	32.2	3,945	1.6
74	Crude nonmetallic minerals (except as listed)	3	2,781	9.0	249	.1
	Service and other receipts	--	--	--	508	.2
	All other commodities	--	--	--	8,751	3.5
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 90.8%)	1,187			365,311	100.0
3	Butter and cheese	241	139,786	68.2	95,403	26.1
4	Canned food	11	3,315	16.5	548	.2
6	Confectionery and ice cream	9	3,386	27.6	933	.3
7	Dairy and poultry products (except butter and cheese)	496	210,002	63.8	133,988	36.7
	Eggs	292	129,513	41.1	53,260	--
	Milk and cream, fluid	118	66,228	58.1	38,446	--
	Poultry	107	51,833	74.4	38,548	--
	Other	24	29,565	9.8	2,899	--
	Amount not itemized	--	--	--	835	--
10	Fruits and vegetables	625	130,128	99.5	129,501	35.4
	Fresh fruits	425	78,821	60.2	47,429	--
	Fresh vegetables	382	84,314	68.0	57,370	--
	Amount not itemized	--	--	--	24,702	--
11	Groceries (except as listed)	20	12,525	6.0	748	.2
12	Meats and meat products	21	20,540	16.0	3,289	.9
	Service and other receipts	--	--	--	465	.1
	All other commodities	--	--	--	436	.1
	FARM SUPPLIES TRADE (Commodity coverage, 98.9%)	35			14,006	100.0
18	Feed	7	1,197	95.7	1,146	8.2
	Hay, straw, and alfalfa	2	264	98.5	260	--
	Mixed and other	4	915	68.7	629	--
	Amount not itemized	--	--	--	257	--
22	Seeds	19	1,868	93.9	1,754	12.5
90	Fertilizer and fertilizer materials	7	6,557	94.7	6,212	44.4
	Service and other receipts	--	--	--	91	.6
	All other commodities	--	--	--	4,803	34.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 96.8%)	783			102,432	100.0
28	Clothing and accessories, women's and children's	5	1,854	12.7	235	.2
29	Furs and fur clothing	3	1,931	34.5	667	.7
30	Notions	4	442	25.1	111	.1
31	Piece goods	130	24,165	92.6	22,383	21.9
	Cottons	6	1,478	13.7	202	--
	Linens	6	1,068	23.9	255	--
	Rayons	2	976	8.3	81	--
	Silks and velvets	1	35	28.6	10	--
	Domestics	78	15,576	88.7	13,822	--
	Curtains, draperies and upholsteries	46	5,994	76.8	4,606	--
	Other	2	227	22.9	52	--
	Amount not itemized	--	--	--	3,355	--
34	Textile products (except as listed)	5	600	66.7	400	.4
46	China, glassware, and crockery	151	18,766	90.7	17,030	16.6
47	Furniture, wooden and metal	102	12,498	88.2	11,019	10.7
	Household	71	10,924	85.7	9,366	--
	Office and store	21	980	71.1	697	--
	Amount not itemized	--	--	--	956	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	FURNITURE AND HOUSE FURNISHINGS TRADE (continued)					
48	House furnishings	360	$46,813	88.8	$41,566	40.6
	Carpets and rugs	162	30,595	75.5	23,084	--
	Other floor coverings	42	14,029	48.3	6,770	--
	House furnishings (except as listed)	172	12,594	81.6	10,283	--
	Amount not itemized	--	--	--	1,429	--
49	Musical instruments, accessories	23	3,736	78.0	2,915	2.8
78	Books, magazines, sheet music, etc.	23	3,643	78.0	2,841	2.8
98	Second-hand merchandise	34	1,227	77.8	954	.9
	Service and other receipts	--	--	--	400	.4
	All other commodities	--	--	--	1,911	1.9
	GENERAL MERCHANDISE TRADE (Commodity coverage, 93.9%)	20			203,106	100.0
4	Canned foods	7	199,423	1.6	3,253	1.6
8	Fish and sea foods	3	78,697	1.1	864	.4
11	Groceries (except as listed)	7	199,369	.7	1,344	.7
16	Other food and related products	3	94,359	.3	290	.2
17	Cotton, raw	3	93,911	1.4	1,295	.6
20	Hides, skins, and raw furs	5	94,755	3.1	2,932	1.5
26	Other farm products	5	99,583	3.6	3,598	1.8
28	Clothing and accessories, women's and children's	6	1,480	17.8	264	.1
31	Piece goods	11	20,369	35.6	7,251	3.6
34	Textile products (except as listed)	3	119,931	2.3	2,722	1.3
35	Automobiles and motor vehicles	4	74,474	.6	445	.2
37	Drugs and drug sundries	7	191,091	1.2	2,318	1.2
39	Oils, animal and vegetable	6	99,312	6.5	6,481	3.2
41	Soaps and toiletries	7	27,036	1.1	299	.2
42	Other chemicals	6	194,674	1.1	2,195	1.1
43	Wiring supplies and electrical construction materials	4	94,193	1.2	1,087	.5
44	Electrical apparatus and equipment	3	94,091	.9	826	.4
45	Radios, appliances, specialties	4	21,505	1.1	230	.1
48	House furnishings	4	74,876	.6	440	.2
56	Industrial equipment and supplies (except electrical and railroad)	4	25,371	.9	233	.1
57	Industrial machinery (non-electrical)	5	198,936	15.2	30,297	14.9
	Construction machinery	1	20,106	.8	162	--
	Machine tools (power driven)	1	73,714	14.0	10,314	--
	Mine, quarry, pump machinery	1	20,106	.5	94	--
	Oil well and refining machinery	2	93,820	1.4	1,286	--
	Textile machinery	3	98,712	.5	448	--
	Other	3	94,294	15.9	14,972	--
	Amount not itemized	--	--	--	3,021	--
76	Petroleum and its products	3	25,472	1.7	445	.2
80	Lumber	5	194,209	.5	1,047	.5
90	Fertilizer and fertilizer materials	3	193,570	2.7	5,239	2.6
91	Jewelry, silverware, etc.	8	100,504	1.1	1,076	.5
	Service and other receipts	--	--	--	687	.3
	All other commodities	--	--	--	125,948	62.0
	GROCERIES (FULL LINE) TRADE (Commodity coverage, 72.9%)	31			91,798	100.0
1	Bakery products	6	23,561	.5	111	.1
2	Beer and other malt liquors	5	36,513	5.5	1,992	2.2
3	Butter and cheese	8	29,583	.9	264	.3
4	Canned foods	31	91,798	45.5	41,741	45.5
	Canned fruits	15	31,513	13.7	4,304	--
	Canned vegetables	15	31,513	20.7	6,535	--
	Canned fish and sea foods	14	30,248	8.1	2,453	--
	Canned meats	12	30,531	2.0	598	--
	Canned milk	15	31,513	2.1	651	--
	Other	11	17,889	3.9	695	--
	Amount not itemized	--	--	--	26,505	--
5	Coffee	31	91,798	4.1	3,728	4.1
9	Flour	29	77,341	4.0	3,091	3.4
10	Fruits and vegetables	5	16,352	.9	145	.2
11	Groceries (except as listed)	31	91,798	26.7	24,484	26.7
	Cereal preparations	10	26,261	3.1	814	--
	Extracts and spices	10	26,261	1.1	278	--
	Lard substitutes and cooking fats	9	12,983	1.3	174	--
	Nuts (all kinds)	10	26,261	4.3	1,127	--
	Butter substitutes	1	71	1.4	1	--
	Pickles, preserves and sauces	10	26,261	5.7	1,503	--
	Rice	10	26,261	.8	217	--
	Teas	10	26,261	6.8	1,779	--
	Other	9	25,965	16.6	4,306	--
	Amount not itemized	--	--	--	14,285	--
	GROCERIES (FULL LINE) TRADE (continued)					
13	Soft drinks	3	$11,247	2.8	$316	.3
14	Sugar	31	91,798	9.3	8,574	9.3
16	Other food and related products	3	3,787	8.1	306	.3
41	Soaps and toiletries	6	17,006	5.2	880	.9
	Service and other receipts	--	--	--	18	--
	All other commodities	--	--	--	6,148	6.7
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 91.0%)	1,240			337,418	100.0
1	Bakery products	44	6,758	34.8	2,350	.7
3	Butter and cheese	75	21,193	12.1	2,556	.8
4	Canned foods	184	61,709	45.9	28,327	8.4
	Canned fruits	61	27,427	8.9	2,451	--
	Canned vegetables	87	23,671	24.1	5,706	--
	Canned fish and sea foods	84	29,381	22.1	6,489	--
	Canned meats	22	5,562	5.6	311	--
	Canned milk	37	17,210	49.9	8,589	--
	Other	50	12,649	17.6	2,224	--
	Amount not itemized	--	--	--	2,547	--
5	Coffee	157	67,776	73.3	49,636	14.7
	Green	49	44,732	79.2	35,436	--
	Roasted	104	23,704	44.2	10,473	--
	Amount not itemized	--	--	--	3,789	--
6	Confectionery and ice cream	162	15,981	68.3	10,920	3.2
7	Dairy and poultry products (except butter and cheese)	68	28,924	16.8	4,849	1.5
8	Fish and sea foods	168	31,743	87.0	27,620	8.2
	Fresh fish	99	17,931	93.6	16,786	--
	Cured and processed fish	43	6,990	53.7	3,753	--
	Frozen fish	25	3,454	21.5	742	--
	Other	19	2,046	30.5	624	--
	Amount not itemized	--	--	--	5,715	--
9	Flour	81	23,735	55.9	13,262	3.9
10	Fruits and vegetables	18	3,005	25.0	752	.2
11	Groceries (except as listed)	438	103,910	59.6	61,889	18.3
	Cereal preparations	33	6,813	12.8	870	--
	Extracts and spices	99	20,096	12.3	2,466	--
	Lard substitutes and cooking fats	50	18,010	33.2	5,984	--
	Nuts (all kinds)	65	22,925	26.3	6,028	--
	Butter substitutes	9	2,683	2.5	66	--
	Pickles, preserves and sauces	84	19,137	18.9	3,615	--
	Rice	56	17,819	14.7	2,624	--
	Teas	95	29,401	34.0	9,998	--
	Other	184	52,806	47.2	24,945	--
	Amount not itemized	--	--	--	5,289	--
12	Meats and meat products	314	114,176	94.9	108,410	32.1
	Lard	30	10,264	3.7	376	--
	Meats, fresh	198	69,320	86.6	60,017	--
	Meats, cured or smoked	107	32,346	43.5	14,059	--
	Other	38	19,043	47.5	9,047	--
	Amount not itemized	--	--	--	24,912	--
13	Soft drinks	24	2,213	50.2	1,111	.3
14	Sugar	62	21,532	43.5	9,361	2.8
16	Other food and related products	48	12,583	41.6	5,230	1.6
26	Other farm products	8	5,189	14.3	740	.2
39	Oils, animal and vegetable	20	8,788	37.9	3,329	1.0
89	Tobacco products	12	2,414	39.4	952	.3
	Service and other receipts	--	--	--	1,421	.4
	All other commodities	--	--	--	4,643	1.4
	HARDWARE TRADE (Commodity coverage, 91.0%)	186			28,059	100.0
40	Paints and varnishes	13	3,288	3.6	118	.4
43	Wiring supplies and electrical construction materials	6	424	17.7	75	.3
48	House furnishings	10	1,988	25.8	513	1.8
50	Hardware	186	28,059	85.4	23,961	85.4
	Builders' hardware	40	7,702	20.5	1,582	--
	Heavy hardware	35	8,010	35.1	2,814	--
	Shelf or light hardware	44	9,334	29.0	2,707	--
	Tools and cutlery	52	11,863	39.6	4,692	--
	Wire screening	18	4,042	5.0	204	--
	Other	59	10,567	39.6	4,184	--
	Amount not itemized	--	--	--	7,778	--
51	Plumbing, heating, air-conditioning	14	3,325	9.0	300	1.1

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued					
	HARDWARE TRADE (continued)					
56	Industrial equipment and supplies (except electrical and railroad)	12	$6,770	7.4	$499	1.8
64	Iron and steel (except scrap)	9	4,567	25.2	1,151	4.1
87	Building materials (except as listed)	4	1,892	15.9	301	1.1
91	Jewelry, silverware, etc.	3	1,965	25.1	493	1.7
	Service and other receipts	--	--	--	63	.2
	All other commodities	--	--	--	585	2.1
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 98.4%)	850			87,395	100.0
91	Jewelry, silverware, etc.	795	82,943	99.0	82,080	93.9
	Clocks and watches	171	27,284	91.3	24,959	--
	Jewelry	358	26,896	82.5	22,194	--
	Precious stones and metals	265	24,908	91.5	22,795	--
	Silverware and plated ware	36	6,190	74.2	4,595	--
	Amount not itemized	--	--	--	7,557	--
96	Optical goods	44	3,965	98.8	3,916	4.5
98	Second-hand merchandise	13	552	100.0	552	.6
	Service and other receipts	--	--	--	92	.1
	All other commodities	--	--	--	755	.9
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 96.1%)	292			49,178	100.0
62	Building metal work	4	394	57.4	226	.5
63	Copper	7	815	7.5	61	.1
64	Iron and steel (except scrap)	8	866	15.1	131	.3
70	Brick, tile, and terra cotta	43	7,083	54.9	3,891	7.9
71	Building stone, slate, concrete	8	1,046	63.4	663	1.3
72	Cement, lime, plaster, stucco	39	6,257	55.2	3,456	7.0
73	Glass (sheet and containers)	47	3,097	100.0	3,097	6.3
	Sheet glass	44	2,889	100.0	2,889	--
	Amount not itemized	--	--	--	208	--
77	Sand, gravel, crushed stone	9	5,171	90.0	4,652	9.5
80	Lumber	90	21,169	95.0	20,114	40.9
84	Woodwork and wood products	34	6,151	90.2	5,549	11.3
87	Building materials (except as listed)	71	9,835	62.5	6,123	12.4
	Service and other receipts	--	--	--	387	.8
	All other commodities	--	--	--	828	1.7
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 89.2%)	963			109,409	100.0
31	Piece goods	72	12,763	87.3	11,142	10.2
	Cottons	7	2,670	35.3	868	--
	Jute fabrics	6	358	3.6	13	--
	Linens	2	255	17.6	45	--
	Rayons	4	499	34.1	170	--
	Silks and velvets	1	170	15.5	23	--
	Woolens and worsteds	1	131	.8	1	--
	Domestics	1	243	22.6	55	--
	Curtains, draperies, upholsteries	58	10,185	87.7	8,929	--
	Other	5	1,187	73.2	869	--
	Amount not itemized	--	--	--	149	--
32	Shoes and other footwear	4	510	26.9	137	.1
34	Textile products (except as listed)	26	5,026	61.5	3,092	2.8
40	Paints and varnishes	14	1,748	18.0	315	.3
41	Soaps and toiletries	30	5,961	19.9	1,189	1.1
42	Other chemicals	30	7,024	42.9	3,018	2.8
45	Radios, appliances, specialties	10	744	43.5	324	.3
46	China, glassware, and crockery	35	4,203	55.6	2,335	2.1
47	Furniture, wooden and metal	10	2,370	28.6	677	.6
48	House furnishings	10	2,142	12.5	268	.2
50	Hardware	40	4,416	36.1	1,592	1.5
54	Barber and beauty-parlor equipment	52	8,434	77.5	4,989	4.5
55	Farm machinery and garden equipment	7	811	95.8	777	.7
56	Industrial equipment and supplies (except electrical and railroad)	212	22,639	84.4	19,108	17.5
	Belting, mechanical rubber goods, etc.	31	2,434	56.6	1,378	--
	Power transmission equipment	12	1,542	68.2	1,052	--
	Materials-handling equipment	6	553	53.7	297	--
	Metal-working tools	11	1,595	59.8	834	--
	Rope, cordage, and twine	28	6,185	73.9	4,572	--
	Other	134	12,557	86.7	10,891	--
	Amount not itemized	--	--	--	84	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
57	Industrial machinery (non-electrical)	154	$20,591	88.7	$18,270	16.7
	Construction machinery	8	1,805	91.6	1,653	--
	Machine tools (power driven)	8	1,099	49.6	545	--
	Mine, quarry, pump machinery	4	162	89.5	145	--
	Oil well and refining machinery	7	4,038	78.3	3,160	--
	Power plant machinery (except electrical)	20	3,858	49.0	1,889	--
	Textile machinery	16	1,619	96.9	1,569	--
	Other	92	11,216	81.0	9,090	--
	Amount not itemized	--	--	--	219	--
58	Office and store machines and equipment	133	12,435	80.1	9,968	9.1
	Office machines and equipment	40	4,291	92.5	3,969	--
	Store fixtures and equipment	79	8,563	67.6	4,434	--
	Amount not itemized	--	--	--	1,559	--
59	Railroad equipment and supplies	8	9,771	97.0	9,477	8.7
60	Surgical, dental, hospital equipment	88	6,043	94.6	5,717	5.2
61	Aluminum, bars, wire, etc.	4	940	17.6	165	.2
64	Iron and steel (except scrap)	17	2,556	26.6	680	.6
74	Crude nonmetallic minerals (except as listed)	5	872	99.1	864	.8
75	Glass (sheet and containers)	38	2,711	82.8	2,245	2.1
81	Paper goods (boxes, bags, cups, etc.)	21	2,668	21.5	574	.5
82	Paper (printing, board, etc.)	7	1,512	35.1	531	.5
84	Woodwork and wood products	7	641	31.0	199	.2
85	Aircraft and parts	5	584	91.8	536	.5
88	Cameras and supplies	14	1,432	100.0	1,432	1.3
91	Jewelry, silverware, etc.	13	2,807	9.2	257	.2
93	Leather and cut stock	5	361	41.6	150	.1
98	Second-hand merchandise	3	359	32.5	116	.1
	Service and other receipts	--	--	--	850	.8
	All other commodities	--	--	--	8,423	7.7
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 97.8%)	150			129,929	100.0
42	Other chemicals	3	4,853	4.9	240	.2
50	Hardware	9	1,291	29.9	386	.3
51	Plumbing, heating, air-conditioning	9	3,488	12.0	420	.3
56	Industrial equipment and supplies (except electrical and railroad)	6	3,687	7.9	291	.2
57	Industrial machinery (non-electrical)	3	3,456	16.7	578	.4
61	Aluminum, bars, wire, etc.	12	5,560	59.2	3,292	2.5
62	Building metal work	10	1,927	14.7	284	.2
63	Copper	20	69,508	48.3	33,603	25.9
64	Iron and steel (except scrap)	107	58,764	95.9	55,492	41.2
	Iron and steel pipe	11	1,549	64.8	1,004	--
	Seamless steel tubing	9	3,879	62.6	2,428	--
	Pig iron	2	1,809	9.1	165	--
	Steel sheet	23	6,718	71.7	4,815	--
	Structural iron and steel	14	2,620	58.4	1,527	--
	Wire fencing	1	10	100.0	10	--
	Wire and wire rope or cable	9	1,702	56.9	968	--
	Other rolled iron and steel	35	9,803	81.0	7,939	--
	Amount not itemized	--	--	--	34,636	--
65	Lead (metallic) and zinc	10	67,455	22.5	15,146	11.6
66	Metallic ores	7	9,493	38.5	3,653	2.8
69	Nonferrous metals (except as listed)	17	12,925	62.2	6,748	5.2
87	Building materials (except as listed)	5	1,336	16.0	214	.2
	Service and other receipts	--	--	--	456	.4
	All other commodities	--	--	--	11,126	8.6
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 98.4%)	433			100,832	100.0
30	Notions	11	2,854	16.6	471	.5
83	Toys and games	18	733	34.7	254	.3
56	Industrial equipment and supplies (except electrical and railroad)	37	5,924	14.9	885	.9
78	Books, magazines, sheet music, etc.	9	296	41.6	123	.1
81	Paper goods, (boxes, bags, cups, etc.)	278	46,299	88.1	40,808	40.4
82	Paper (printing, board, etc.)	182	44,477	90.6	40,264	39.9
	Cardboard and paper board	53	10,401	37.9	6,018	--
	Uncoated book, newsprint	59	16,045	83.9	13,459	--
	Wall paper	19	1,485	82.8	1,227	--
	Amount not itemized	--	--	--	19,560	--
83	Stationery and supplies	210	21,674	80.7	17,486	17.3
	Service and other receipts	--	--	--	290	.3
	All other commodities	--	--	--	280	.3

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 100%)	49			$11,110	100.0
76	Petroleum and its products	49	$11,110	97.8	10,869	97.8
	Crude oil	1	39	23.1	9	--
	Gasoline and naphtha	4	4,818	61.3	2,952	--
	Fuel and gas oils	10	5,340	54.7	3,028	--
	Kerosene	3	3,156	9.2	290	--
	Lubricants, automotive	18	2,302	28.5	657	--
	Lubricants (except automotive)	11	1,907	65.0	1,239	--
	Other petroleum products	16	2,202	60.3	1,328	--
	Amount not itemized	--	--	--	1,366	--
	Service and other receipts	--	--	--	8	.1
	All other commodities	--	--	--	233	2.1
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 89.5%)	251			34,157	100.0
43	Wiring supplies and electrical construction materials	4	351	33.9	119	.4
45	Radios, appliances, specialties	4	1,541	17.3	267	.8
50	Hardware	11	2,553	13.7	351	1.0
51	Plumbing, heating, air-conditioning	251	34,157	90.4	30,869	90.4
	Air-conditioning equipment	10	1,950	28.4	553	--
	Gas appliances and supplies	20	3,602	25.2	909	--
	Oil burners	25	4,734	25.5	1,205	--
	Fittings, valves, brass goods	100	15,451	51.2	7,918	--
	Plumbing fixtures	92	11,699	46.4	5,429	--
	Stoves, ranges, furnaces (except gas and electric)	65	10,387	25.9	2,689	--
	Amount not itemized	--	--	--	12,166	--
62	Building metal work	5	1,912	3.6	68	.2
63	Copper	9	2,648	6.8	179	.5
64	Iron and steel (except scrap)	41	8,121	19.3	1,566	4.6
65	Lead (metallic) and zinc	12	2,176	3.3	72	.2
69	Nonferrous metals (except as listed)	5	1,472	12.3	181	.5
87	Building materials (except as listed)	5	1,078	16.1	174	.5
	Service and other receipts	--	--	--	208	.6
	All other commodities	--	--	--	103	.3
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 96.9%)	161			94,312	100.0
6	Confectionery and ice cream	95	68,900	7.6	5,260	5.6
	Candy	68	35,741	8.5	3,046	--
	Chewing gum	32	12,935	2.3	302	--
	Ice cream and ices	3	655	1.5	10	--
	Other	7	1,494	9.6	144	--
	Amount not itemized	--	--	--	1,758	--
11	Groceries (except as listed)	8	23,587	1.9	453	.5
37	Drugs and drug sundries	3	13,870	8.3	1,146	1.2
41	Soaps and toiletries	8	33,783	3.0	1,011	1.1
52	Sporting goods	6	22,282	.9	211	.2
89	Tobacco products	161	94,312	90.5	85,336	90.5
	Cigars	104	60,009	17.6	10,590	--
	Cigarettes	83	61,861	71.6	44,277	--
	Other tobacco products	65	52,473	8.2	4,281	--
	Amount not itemized	--	--	--	26,188	--
	Service and other receipts	--	--	--	30	--
	All other commodities	--	--	--	865	.9
	WASTE MATERIALS TRADE (Commodity coverage, 96.8%)	556			48,164	100.0
63	Copper	3	646	38.9	251	.5
65	Lead (metallic) and zinc	6	886	18.5	164	.4
67	Scrap iron and steel	112	7,363	93.0	6,847	14.2
92	Junk and scrap (except iron)	438	40,798	96.6	39,398	81.8
	Service and other receipts	--	--	--	89	.2
	All other commodities	--	--	--	1,415	2.9
	ALL OTHER TRADES (Commodity coverage, 97.7%)	917			241,651	100.0
11	Groceries (except as listed)	3	16,521	10.7	1,775	.7
26	Other farm products	32	3,784	92.3	3,336	2.2
27	Clothing and furnishings, men's and boys'	4	692	66.3	460	.2
30	Notions	10	908	35.9	326	.1
31	Piece goods	18	7,740	31.6	2,443	1.0
	ALL OTHER TRADES (continued)					
33	Yarns	107	$27,823	94.9	$26,413	10.9
	Cotton yarns	29	6,202	64.5	4,000	--
	Rayon yarns	23	6,649	59.9	3,985	--
	Silk yarns	16	4,146	65.6	2,721	--
	Woolen and worsted yarns	38	9,700	88.9	8,624	--
	Other	13	1,877	41.1	772	--
	Amount not itemized	--	--	--	6,311	--
34	Textile products (except as listed)	78	18,693	68.1	12,758	5.3
38	Chemicals, industrial and heavy	10	19,168	8.1	1,549	.7
39	Oils, animal and vegetable	37	28,400	88.8	25,213	10.4
42	Other chemicals	9	4,026	19.6	768	.3
48	House furnishings	7	6,478	27.3	1,768	.7
56	Industrial equipment and supplies (except electrical and railroad)	7	8,696	10.0	871	.4
78	Books, magazines, sheet music, etc.	119	29,453	97.8	28,807	11.9
79	Logs, ties, pulpwood	16	36,559	84.8	30,994	12.8
82	Paper (printing, board, etc.)	5	15,051	24.1	3,624	1.5
83	Stationery and supplies	8	1,336	35.2	470	.2
84	Woodwork and wood products	65	3,818	99.9	3,814	1.6
92	Junk and scrap (except iron)	5	8,026	16.7	1,343	.6
93	Leather and cut stock	209	19,250	91.4	17,604	7.3
94	Luggage, harness, etc.	23	1,164	97.3	1,133	.5
97	Rubber, crude	19	56,746	94.9	53,862	22.3
98	Second-hand merchandise	8	368	95.9	353	.2
	Service and other receipts	--	--	--	575	.2
	All other commodities	--	--	--	19,392	8.0
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100%)	18			30,259	100.0
52	Sporting goods	7	4,567	89.5	4,086	13.5
53	Toys and games	3	4,372	45.6	1,993	6.6
88	Cameras and supplies	6	11,571	100.0	11,571	38.2
95	Motion picture film rentals	3	12,126	99.6	12,075	39.9
	All other commodities	--	--	--	534	1.8
	AUTOMOTIVE TRADE (Commodity coverage, 99.8%)	42			80,301	100.0
35	Automobiles and motor vehicles	18	65,687	88.6	58,187	72.5
	Automobiles, passenger	3	56,513	89.0	50,305	--
	Commercial vehicles	9	23,019	26.3	6,043	--
	Amount not itemized	--	--	--	1,839	--
36	Automotive parts and accessories	42	80,301	25.5	20,441	25.5
	Batteries	6	23,061	.9	208	--
	Tires and tubes	12	27,625	29.3	8,081	--
	Other equipment	33	76,179	14.0	10,652	--
	Amount not itemized	--	--	--	1,500	--
	Service and other receipts	--	--	--	924	1.1
	All other commodities	--	--	--	749	.9
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 100%)	20			94,125	100.0
2	Beer and other malt liquors	5	4,039	85.0	3,432	3.6
15	Wines and liquors	15	90,086	99.8	89,877	95.5
	Liquors	11	87,403	99.8	87,194	--
	Wines	1	335	100.0	335	--
	Amount not itemized	--	--	--	2,348	--
	All other commodities	--	--	--	816	.9
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 96.7%)	57			107,460	100.0
38	Chemicals, industrial and heavy	14	50,809	74.0	37,589	35.0
40	Paints and varnishes	18	39,073	61.8	24,146	22.5
41	Soaps and toiletries	3	4,278	3.1	134	.1
42	Other chemicals	27	48,321	71.9	34,747	32.3
	Service and other receipts	--	--	--	211	.2
	All other commodities	--	--	--	10,633	9.9
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 97.6%)	143			111,411	100.0
27	Clothing and furnishings, men's and boys'	50	58,887	93.7	56,371	50.6
	Furnishings (except shoes)	42	42,805	90.6	38,773	--
	Suits and overcoats	3	10,892	99.9	10,888	--
	Work clothing	4	9,612	69.8	6,710	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	CLOTHING AND FURNISHINGS TRADE (continued)					
28	Clothing and accessories, women's and children's	91	$46,525	99.1	$46,114	41.4
	Girls' wear	6	895	84.6	757	--
	Infants' wear	3	890	84.2	749	--
	Dresses	15	7,901	96.5	7,623	--
	Hosiery	9	5,883	94.0	5,528	--
	Millinery	10	1,630	99.8	1,627	--
	Underwear, negligees, etc.	24	17,541	96.0	16,838	--
	Suits and coats (except fur)	8	4,756	99.0	4,710	--
	Other (except shoes and furs)	20	9,258	88.7	8,213	--
	Amount not itemized	--	--	--	69	--
29	Furs and fur clothing	3	364	100.0	364	.3
32	Shoes and other footwear	4	8,316	98.8	8,220	7.4
	Men's and boys' leather	2	3,631	71.7	2,605	--
	Men's and boys' rubber	1	3,105	5.4	168	--
	Women's and children's leather	1	3,105	23.2	721	--
	Women's and children's rubber	1	3,105	.6	19	--
	Infants'	1	3,105	3.9	121	--
	Amount not itemized	--	--	--	4,586	--
	Service and other receipts	--	--	--	60	.1
	All other commodities	--	--	--	282	.2
	COAL AND COKE TRADE (Commodity coverage, 100%)	4			4,103	100.0
73	Coal and coke	4	4,103	99.8	4,094	99.8
	Coke	4	4,103	99.8	4,094	--
	Service and other receipts	--	--	--	9	.2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 97.4%)	56			61,301	100.0
37	Drugs and drug sundries	37	46,492	97.0	45,118	73.6
	Drugs, chemicals, pharmaceuticals	17	25,958	98.7	25,612	--
	Proprietary medicines	10	12,228	92.8	11,349	--
	Drug sundries (except soap)	7	3,527	73.7	2,601	--
	Amount not itemized	--	--	--	5,556	--
41	Soaps and toiletries	25	24,376	66.0	16,100	26.3
	Toilet articles	3	5,537	31.9	1,765	--
	Toilet preparations, except soaps	19	19,346	60.0	11,604	--
	Toilet soaps	4	7,056	11.1	786	--
	Other soaps	2	4,304	2.3	97	--
	Amount not itemized	--	--	--	1,848	--
	Service and other receipts	--	--	--	5	--
	All other commodities	--	--	--	78	.1
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.2%)	92			137,541	100.0
30	Notions	34	21,018	88.5	18,609	13.5
31	Piece goods	59	120,160	94.6	113,727	82.7
	Cottons	11	14,990	73.4	10,996	--
	Linens	2	1,731	20.0	347	--
	Rayons	18	43,450	54.9	23,851	--
	Silks and velvets	25	43,694	51.1	22,327	--
	Woolens and worsteds	8	12,541	92.9	11,656	--
	Curtains, draperies, upholsteries	3	3,391	86.2	2,922	--
	Other	3	889	95.6	850	--
	Amount not itemized	--	--	--	40,778	--
33	Yarns	5	15,322	14.1	2,155	1.6
34	Textile products (except as listed)	4	10,004	25.7	2,572	1.8
	Service and other receipts	--	--	--	231	.2
	All other commodities	--	--	--	247	.2
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.1%)	32			49,884	100.0
36	Automotive parts and accessories	3	3,523	17.5	618	1.2
43	Wiring supplies and electrical construction materials	14	11,213	97.4	10,916	21.9
	Interior	7	1,727	88.4	1,527	--
	Lighting fixtures	7	1,160	94.1	1,092	--
	Incandescent lamps	2	8,510	97.5	8,297	--
44	Electrical apparatus and equipment	14	35,453	90.3	32,002	64.2
	ELECTRICAL GOODS TRADE (continued)					
45	Radios, appliances, specialties	8	$3,881	92.9	$3,605	7.2
	Radios and accessories	2	1,473	29.9	440	--
	Electric refrigerators	3	2,403	79.6	1,913	--
	Other electrical appliances	4	1,256	99.7	1,252	--
	Service and other receipts	--	--	--	2,734	5.5
	All other commodities	--	--	--	9	--
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 80%)	8			13,431	100.0
3	Butter and cheese	6	10,570	69.5	7,346	54.7
7	Dairy and poultry products (except butter and cheese)	7	6,947	72.3	5,021	37.4
	Eggs	3	854	1.4	12	--
	Milk and cream, fluid	3	3,742	31.7	1,185	--
	Other	2	5.003	76.4	3,824	--
12	Meat and meat products	3	854	2.5	21	.1
	All other commodities	--	--	--	1,043	7.8
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 100%)	32			16,252	100.0
31	Piece goods	3	1,161	100.0	1,161	7.2
	Domestics	1	216	100.0	216	--
	Curtains, draperies, upholsteries	2	945	100.0	945	--
47	Furniture, wooden and metal	10	3,825	100.0	3,825	23.5
	Household	5	1,841	100.0	1,841	--
	Office and store	3	1,337	100.0	1,337	--
	Amount not itemized	--	--	--	647	--
48	House furnishings	16	9,364	96.2	9,011	55.4
	Carpets and rugs	3	6,800	98.5	6,698	--
	House furnishings (except as listed)	11	2,529	90.0	2,277	--
	Amount not itemized	--	--	--	36	--
	Service and other receipts	--	--	--	291	1.8
	All other commodities	--	--	--	1,964	12.1
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 87.3%)	117			246,494	100.0
1	Bakery products	17	9,319	72.4	6,963	2.9
3	Butter and cheese	32	90,729	6.6	5,951	2.4
4	Canned foods	55	127,953	17.8	22,803	9.3
	Canned fruit	4	8,102	36.3	2,938	--
	Canned vegetables	3	8,081	15.8	1,276	--
	Canned fish and sea foods	4	6,262	13.3	832	--
	Canned meats	40	105,755	1.8	1,881	--
	Canned milk	21	70,640	12.2	8,646	--
	Other	21	65,757	5.9	2,538	--
	Amount not itemized	--	--	--	4,692	--
5	Coffee	8	22,043	29.9	6,582	2.7
6	Confectionery and ice cream	8	25,432	50.8	11,909	4.8
7	Dairy and poultry products (except butter and cheese)	33	92,316	18.2	16,778	6.8
	Eggs	27	80,390	5.3	4,291	--
	Poultry	32	91,524	13.6	12,486	--
	Other	1	2,134	--	1	--
9	Flour	6	26,347	36.5	9,627	3.9
11	Groceries (except as listed)	62	180,706	23.7	42,758	17.4
	Cereal preparations	7	29,644	29.5	8,755	--
	Extracts and spices	3	3,349	8.8	296	--
	Lard substitutes and cooking fats	33	104,800	8.7	9,079	--
	Nuts (all kinds)	1	12,103	6.5	781	--
	Butter substitutes	16	57,350	.7	407	--
	Pickles, preserves, and sauces	7	13,981	15.5	2,172	--
	Teas	7	16,561	9.6	1,591	--
	Other	19	56,528	33.1	18,692	--
	Amount not itemized	--	--	--	985	--
12	Meats and meat products	44	106,051	74.9	79,458	32.2
	Lard	38	101,992	1.1	1,164	--
	Meats, fresh	40	103,928	59.1	61,466	--
	Meats, cured or smoked	40	102,083	13.7	13,975	--
	Other	19	52,447	5.4	2,853	--
13	Soft drinks	3	3,392	62.3	2,114	.9

(continued on next page)

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NEW YORK CITY

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	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
16	Other food and related products	6	$10,786	10.2	$1,097	.4
18	Feed	3	12,233	5.7	696	.3
39	Oils, animal and vegetable	12	61,015	2.0	1,226	.5
41	Soaps and toiletries	36	115,449	11.8	13,622	5.5
	Toilet soaps	31	100,518	2.4	2,387	--
	Other soaps	30	88,952	7.8	6,900	--
	Amount not itemized	--	--	--	4,335	--
42	Other chemicals	6	28,684	7.1	2,033	.8
	Service and other receipts	--	--	--	25	--
	All other commodities	--	--	--	22,852	9.3
	HARDWARE TRADE (Commodity coverage, 97.8%)	12			3,125	100.0
50	Hardware	12	3,125	95.1	2,971	95.1
	Builders' hardware	3	340	97.9	333	--
	Shelf or light hardware	3	529	83.7	443	--
	Tools and cutlery	2	268	72.8	195	--
	Other	6	2,256	88.7	2,000	--
	Service and other receipts	--	--	--	1	--
	All other commodities	--	--	--	153	4.9
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 99.9%)	28			63,068	100.0
91	Jewelry, silverware, etc.	20	60,801	99.9	60,176	95.4
	Clocks and watches	2	727	100.0	727	--
	Jewelry	8	2,761	100.0	2,761	--
	Precious stones and metals	3	52,475	99.9	52,444	--
	Silverware and plated ware	5	4,149	100.0	4,149	--
	Amount not itemized	--	--	--	95	--
96	Optical goods	8	2,867	85.7	2,456	3.9
	Service and other receipts	--	--	--	24	--
	All other commodities	--	--	--	412	.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 89.8%)	17			4,290	100.0
70	Brick, tile, and terra cotta	6	1,420	99.9	1,419	33.1
71	Building stone, slate, concrete	3	356	65.7	234	5.5
80	Lumber	3	491	100.0	491	11.4
87	Building materials (except as listed)	3	482	42.7	206	4.8
	Service and other receipts	--	--	--	1	--
	All other commodities	--	--	--	1,939	45.2
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 93.3%)	192			92,661	100.0
31	Piece goods	6	2,006	99.7	2,000	2.2
34	Textile products (except as listed)	4	1,169	60.1	703	.8
37	Drugs and drug sundries	6	12,733	42.4	5,393	5.8
	Druggists' rubber goods	2	7,616	8.7	665	--
	Drug sundries (except soap)	2	1,735	3.1	54	--
	Amount not itemized	--	--	--	4,674	--
41	Soaps and toiletries	6	5,660	44.7	2,529	2.7
42	Other chemicals	7	2,197	75.9	1,668	1.8
44	Electrical apparatus and equipment	3	3,392	12.5	424	.5
51	Plumbing, heating, air-conditioning	4	1,464	12.8	188	.2
54	Barber and beauty-parlor equipment	3	2,453	74.5	1,827	2.0
55	Farm machinery and garden equipment	8	5,638	46.6	2,630	2.8
56	Industrial equipment and supplies (except electrical and railroad)	63	25,770	70.9	18,264	19.7
	Belting, mechanical rubber goods, etc.	8	7,787	42.0	3,270	--
	Power transmission equipment	6	1,197	100.0	1,197	--
	Materials-handling equipment	3	317	44.5	141	--
	Metal-working tools	8	2,324	94.5	2,196	--
	Rope, cordage, and twine	3	1,086	100.0	1,086	--
	Other	37	13,270	78.1	10,370	--
	Amount not itemized	--	--	--	4	--
57	Industrial machinery (non-electrical)	33	19,238	75.2	14,466	15.7
	Construction machinery	3	737	99.7	735	--
	Machine tools (power driven)	2	79	100.0	79	--
	Mine, quarry, pump machinery	5	4,416	35.9	1,584	--
	Power plant machinery (except electrical)	3	3,244	39.8	1,291	--
	Textile machinery	1	145	100.0	145	--
	Other	21	13,374	78.3	10,632	--
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
68	Office and store machines and equipment	41	$23,669	66.8	$15,802	17.0
	Office machines and equipment	32	18,267	76.7	14,005	--
	Store fixtures and equipment	8	5,209	31.0	1,613	--
	Amount not itemized	--	--	--	184	--
59	Railroad equipment and supplies	6	3,871	29.1	1,128	1.2
60	Surgical, dental, hospital equipment	16	7,400	99.4	7,354	7.9
84	Woodwork and wood products	3	442	100.0	442	.5
88	Cameras and supplies	3	1,337	43.4	580	.6
	Service and other receipts	--	--	--	4,534	4.9
	All other commodities	--	--	--	12,729	13.7
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 99.6%)	27			70,643	100.0
42	Other chemicals	3	35,483	2.6	922	1.3
50	Hardware	4	2,683	49.7	1,333	1.9
63	Copper	3	49,163	41.4	20,338	28.8
64	Iron and steel (except scrap)	17	24,254	85.7	20,792	29.4
	Iron and steel pipe	1	14,176	.1	9	--
	Seamless steel tubing	1	14,176	1.9	271	--
	Steel sheet	2	14,539	.8	110	--
	Structural iron and steel	3	1,942	98.1	1,906	--
	Wire fencing	1	14,176	1.2	164	--
	Wire and wire rope or cable	6	15,043	70.4	10,587	--
	Other rolled iron and steel	4	16,456	21.8	3,590	--
	Amount not itemized	--	--	--	4,155	--
69	Nonferrous metals (except as listed)	3	664	86.7	576	.8
	All other commodities	--	--	--	26,682	37.8
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	32			72,260	100.0
81	Paper goods (boxes, bags, cups, etc.)	14	29,580	67.5	19,952	27.6
82	Paper (printing, board, etc.)	13	57,526	80.3	46,203	63.9
	Cardboard and paper board	2	10,720	100.0	10,720	--
	Uncoated book, newsprint	5	12,073	60.9	7,353	--
	Amount not itemized	--	--	--	28,130	--
83	Stationery and supplies	10	14,720	32.8	4,824	6.7
	Service and other receipts	--	--	--	685	1.0
	All other commodities	--	--	--	596	.8
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 86.0%)	4			4,654	100.0
76	Petroleum and its products	4	4,654	84.0	3,909	84.0
	Lubricants, automotive	1	52	100.0	52	--
	Other petroleum products	2	231	100.0	231	--
	Amount not itemized	--	--	--	3,626	--
	Service and other receipts	--	--	--	34	.7
	All other commodities	--	--	--	711	15.3
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 96.6%)	32			15,091	100.0
51	Plumbing, heating, air-conditioning	32	15,091	94.4	14,244	94.4
	Gas appliances and supplies	3	487	78.2	381	--
	Oil burners	1	293	100.0	293	--
	Fittings, valves, brass goods	9	6,086	44.2	2,690	--
	Plumbing fixtures	7	6,153	32.4	1,993	--
	Stoves, ranges, furnaces (except gas and electric)	18	11,506	67.5	7,766	--
	Amount not itemized	--	--	--	1,121	--
	All other commodities	--	--	--	847	5.6
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 100.0%)	16			266,595	100.0
89	Tobacco products	16	266,395	98.9	263,673	98.9
	Cigars	14	242,222	7.0	16,993	--
	Cigarettes	4	255,193	81.0	205,125	--
	Other tobacco products	5	253,294	15.5	39,332	--
	Amount not itemized	--	--	--	2,223	--
	Service and other receipts	--	--	--	2,763	1.0
	All other commodities	--	--	--	157	.1
	ALL OTHER TRADES (Commodity coverage, 99.7%)	63			40,252	100.0
34	Textile products (except as listed)	9	8,683	96.1	8,344	20.7
39	Oils, animal and vegetable	3	7,554	99.4	7,508	18.7

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	ALL OTHER TRADES (continued)					
78	Books, magazines, sheet music, etc.	12	$8,162	100.0	$8,162	20.3
93	Leather and cut stock	11	9,336	97.6	9,111	22.6
94	Luggage, harness, etc.	4	555	75.0	416	1.0
	Service and other receipts	--	--	--	66	.2
	All other commodities	--	--	--	6,645	16.5
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 97.2%)	9			12,269	100.0
95	Motion picture film rentals	6	12,198	99.6	12,150	99.0
	All other commodities	--	--	--	119	1.0
	AUTOMOTIVE TRADE (Commodity coverage, 100.0%)	4			16,348	100.0
36	Automotive parts and accessories	3	3,928	100.0	3,928	25.6
	Batteries	2	1,778	100.0	1,772	--
	Amount not itemized	--	--	--	2,156	--
	All other commodities	--	--	--	11,420	74.4
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 75.3%)	5			30,580	100.0
15	Wines and liquors	3	30,108	93.7	28,204	92.2
	Liquors	3	30,108	93.7	28,204	--
	All other commodities	--	--	--	2,376	7.8
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 99.2%)	38			80,145	100.0
38	Chemicals, industrial and heavy	11	62,467	86.8	54,243	67.7
40	Paints and varnishes	10	11,246	38.8	4,358	5.4
42	Other chemicals	20	24,186	70.1	16,952	21.2
	Service and other receipts	--	--	--	101	.1
	All other commodities	--	--	--	4,491	5.6
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 97.7%)	129			85,176	100.0
27	Clothing and furnishings, men's and boys'	59	37,667	98.3	37,033	43.5
	Hats and caps	5	1,014	100.0	1,014	--
	Furnishings (except shoes)	37	21,940	97.1	21,297	--
	Suits and overcoats	10	6,626	100.0	6,626	--
	Work clothing	3	4,241	100.0	4,241	--
	Amount not itemized	--	--	--	3,855	--
28	Clothing and accessories, women's and children's	66	48,008	97.0	46,671	54.7
	Girls' wear	1	360	100.0	360	--
	Infants' wear	7	1,733	100.0	1,733	--
	Dresses	10	5,910	100.0	5,910	--
	Hosiery	8	21,747	77.9	16,950	--
	Millinery	6	1,058	100.0	1,052	--
	Underwear, negligees, etc.	18	17,234	67.6	11,646	--
	Suits and coats (except fur)	2	149	100.0	149	--
	Other (except shoes and furs)	10	8,822	45.9	4,049	--
	Amount not itemized	--	--	--	4,722	--
32	Shoes and other footwear	4	437	100.0	437	.6
	Service and other receipts	--	--	--	75	.1
	All other commodities	--	--	--	1,060	1.2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 30.2%)	11			1,483	100.0
41	Soaps and toiletries	10	1,479	97.7	1,445	97.4
	Toilet articles	2	677	100.0	677	--
	Toilet preparations, except soaps	7	737	98.6	727	--
	Amount not itemized	--	--	--	41	--
	All other commodities	--	--	--	38	2.6
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	39			158,932	100.0
30	Notions	10	11,526	74.7	8,611	5.4
	DRY GOODS (SPECIALTY LINES) TRADE (continued)					
31	Piece goods	29	$149,417	98.1	$146,616	92.5
	Cottons	8	58,704	59.0	33,431	--
	Linens	2	1,126	3.7	42	--
	Rayons	7	64,886	26.5	17,180	--
	Silks and velvets	3	763	93.7	715	--
	Woolens and worsteds	8	120,776	67.1	81,090	--
	Domestics	2	51,947	5.2	2,712	--
	Curtains, draperies, upholsteries	2	51,258	2.1	1,075	--
	Other	4	5,284	26.1	1,380	--
	Amount not itemized	--	--	--	8,991	--
	All other commodities	--	--	--	3,705	2.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.3%)	26			30,338	100.0
43	Wiring supplies and electrical construction materials	9	22,337	38.2	8,543	28.2
	Interior	6	11,132	70.5	7,844	--
	Outside	2	4,437	3.6	158	--
	Lighting fixtures	2	10,667	1.0	102	--
	Amount not itemized	--	--	--	439	--
44	Electrical apparatus and equipment	15	17,473	78.6	13,731	45.3
45	Radios, appliances, specialties	5	11,942	31.1	3,715	12.2
	Electric refrigerators	3	10,971	16.7	1,827	--
	Other electrical appliances	4	11,900	15.9	1,888	--
	All other commodities	--	--	--	4,349	14.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 97.9%)	29			16,606	100.0
31	Piece goods	7	1,942	100.0	1,942	11.7
	Domestics	1	40	100.0	40	--
	Curtains, draperies, upholsteries	5	1,789	100.0	1,789	--
	Amount not itemized	--	--	--	113	--
46	China, glassware and crockery	3	1,233	100.0	1,233	7.4
47	Furniture, wooden and metal	6	589	100.0	589	3.6
48	House furnishings	12	12,897	99.8	12,573	75.7
	Carpets and rugs	3	8,837	99.9	8,835	--
	Other floor coverings	2	3,449	100.0	3,449	--
	House furnishings (except as listed)	7	311	68.8	214	--
	Amount not itemized	--	--	--	75	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	267	1.6
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 88.6%)	21			27,800	100.0
6	Confectionery and ice cream	3	859	91.5	786	2.8
11	Groceries (except as listed)	13	13,048	70.4	9,189	33.1
	Cereal preparations	1	1,895	100.0	1,895	--
	Extracts and spices	4	210	50.0	105	--
	Pickles, preserves and sauces	1	90	33.3	30	--
	Other	7	11,163	66.9	7,459	--
	Service and other receipts	--	--	--	10	--
	All other commodities	--	--	--	17,815	64.1
	HARDWARE TRADE (Commodity coverage, 99.2%)	8			4,302	100.0
30	Hardware	8	4,302	93.8	4,037	93.8
	Shelf or light hardware	2	1,305	100.0	1,305	--
	Tools and cutlery	1	853	100.0	853	--
	Other	2	389	100.0	389	--
	Amount not itemized	--	--	--	1,290	--
	All other commodities	--	--	--	265	6.2
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	13			2,364	100.0
48	House furnishings	1	564	34.4	194	8.2
91	Jewelry, silverware, etc.	12	2,304	94.2	2,170	91.8
	Clocks and watches	2	300	100.0	300	--
	Jewelry	5	343	100.0	343	--
	Silverware and plated ware	3	1,485	86.8	1,289	--
	Amount not itemized	--	--	--	238	--

(continued on next page)

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2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)					
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 83.6%)	35			$25,276	100.0
62	Building metal work	4	$1,179	93.8	1,106	4.4
70	Brick, tile, and terra cotta	6	959	85.2	817	3.2
72	Cement, lime, plaster, stucco	6	2,702	85.2	2,301	9.1
87	Building materials (except as listed)	14	17,420	76.9	13,400	53.0
	Service and other receipts	--	--	--	103	.4
	All other commodities	--	--	--	7,549	29.9
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 85.2%)	131			122,934	100.0
42	Other chemicals	3	846	62.3	527	.4
56	Industrial equipment and supplies (except electrical and railroad)	34	50,135	71.1	35,643	29.0
	Belting, mechanical rubber goods, etc.	4	3,203	32.6	1,685	--
	Power transmission equipment	1	396	62.4	247	--
	Materials-handling equipment	1	228	100.0	228	--
	Metal-working tools	1	785	35.0	275	--
	Rope, cordage, and twine	2	1,462	94.5	1,382	--
	Other	25	44,059	72.2	31,826	--
57	Industrial machinery (non-electrical)	53	28,331	77.3	22,062	17.9
	Construction machinery	4	1,277	100.0	1,277	--
	Machine tools (power driven)	3	1,122	73.6	848	--
	Mine, quarry, pump machinery	2	234	95.3	223	--
	Oil well and refining machinery	4	7,314	37.1	2,716	--
	Power plant machinery (except electrical)	12	10,141	89.5	9,076	--
	Textile machinery	1	71	100.0	71	--
	Other	26	8,343	93.7	7,819	--
	Amount not itemized	--	--	--	32	--
58	Office and store machines and equipment	20	2,527	89.4	2,259	1.8
59	Railroad equipment and supplies	11	22,928	93.1	21,342	17.4
60	Surgical, dental, hospital equipment	5	1,606	94.1	1,512	1.2
64	Iron and steel (except scrap)	4	8,237	19.3	1,592	1.3
83	Stationery and supplies	3	537	79.0	424	.4
	Service and other receipts	--	--	--	595	.5
	All other commodities	--	--	--	36,978	30.1
	METAL AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 67.4%)	43			103,688	100.0
50	Hardware	3	13,881	.8	107	.1
61	Aluminum, bare, wire, etc.	3	8,223	97.5	8,014	7.6
63	Copper	4	24,075	98.0	23,590	22.5
64	Iron and steel (except scrap)	29	57,350	98.8	56,641	53.6
	Iron and steel pipe	8	27,238	21.3	5,799	--
	Seamless steel tubing	4	18,986	23.3	4,424	--
	Pig iron	2	19,063	.7	128	--
	Rough castings and forgings	3	8,256	3.9	322	--
	Steel sheet	7	28,218	50.5	14,254	--
	Structural iron and steel	4	23,762	29.0	6,881	--
	Wire fencing	3	13,032	1.2	159	--
	Wire and wire rope or cable	2	12,960	7.6	986	--
	Other rolled iron and steel	8	22,722	47.4	10,763	--
	Amount not itemized	--	--	--	12,925	--
69	Nonferrous metals (except as listed)	6	14,508	82.7	11,991	11.3
	All other commodities	--	--	--	5,345	5.1
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	42			37,230	100.0
81	Paper goods (boxes, bags, cups, etc.)	18	18,828	75.0	14,124	24.7
82	Paper (printing, board, etc.)	13	41,873	84.2	35,272	61.6
	Cardboard and paper board	5	32,212	79.5	25,609	--
	Uncoated book, newsprint	3	2,775	100.0	2,775	--
	Wall paper	1	223	100.0	225	--
	Amount not itemized	--	--	--	6,663	--
83	Stationery and supplies	13	4,593	97.5	4,478	7.8
	All other commodities	--	--	--	3,356	5.9
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 67.7%)	4			$18,578	100.0
76	Petroleum and its products	4	$18,578	99.9	18,357	99.9
	Crude oil	2	7,136	--	2	--
	Gasoline and naphthas	2	7,136	74.2	5,293	--
	Fuel and gas oils	2	7,136	3.1	224	--
	Kerosene	2	7,136	11.5	819	--
	Lubricants, automotive	2	7,857	11.8	925	--
	Lubricants (except automotive)	2	7,552	10.7	810	--
	Other petroleum products	2	7,136	2.5	179	--
	Amount not itemized	--	--	--	10,305	--
	Service and other receipts	--	--	--	17	.1
	All other commodities	--	--	--	4	--
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.4%)	14			3,037	100.0
51	Plumbing, heating, air-conditioning	14	3,037	98.8	3,000	98.8
	Air-conditioning equipment	2	506	38.1	193	--
	Gas appliances and supplies	3	1,535	26.3	404	--
	Oil burners	1	40	100.0	40	--
	Fittings, valves, brass goods	3	510	93.7	478	--
	Stoves, ranges, furnaces (except gas and electric)	3	1,861	78.8	1,466	--
	Amount not itemized	--	--	--	419	--
	All other commodities	--	--	--	37	1.2
	ALL OTHER TRADES (Commodity coverage 99.9%)	58			59,749	100.0
33	Yarns	6	25,949	95.6	24,813	41.5
	Cotton yarns	2	803	100.0	803	--
	Rayon yarns	4	25,146	95.5	24,010	--
34	Textile products (except as listed)	3	2,387	100.0	2,387	4.0
78	Books, magazines, sheet music, etc.	20	17,437	87.6	15,276	25.6
79	Logs, ties, pulpwood	4	3,618	100.0	3,618	6.1
84	Woodwork and wood products	11	3,067	99.9	3,063	5.1
94	Luggage, harness, etc.	3	490	75.3	369	.6
	Service and other receipts	--	--	--	208	.3
	All other commodities	--	--	--	10,015	16.8
	BULK TANK STATIONS					
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 99.9%)	59			79,907	100.0
76	Petroleum and its products	59	79,907	98.5	78,676	98.4
	Crude oil	3	13,263	.3	39	--
	Gasoline and naphthas	29	56,072	67.9	38,048	--
	Fuel and gas oils	23	51,953	11.3	5,889	--
	Kerosene	28	53,736	9.5	5,079	--
	Lubricants, automotive	32	52,467	6.2	3,244	--
	Lubricants (except automotive)	15	34,619	10.4	3,615	--
	Other petroleum products	22	45,408	2.5	1,126	--
	Amount not itemized	--	--	--	21,636	--
	Service and other receipts	--	--	--	129	.2
	All other commodities	--	--	--	1,102	1.4
	AGENTS AND BROKERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 91.1%)	105			15,088	100.0
43	Wiring supplies and electrical construction materials	3	853	21.5	183	1.2
48	House furnishings	4	1,140	27.5	313	2.1
52	Sporting goods	17	1,867	100.0	1,867	12.4
53	Toys and games	43	8,517	89.3	7,603	50.4
83	Stationery and supplies	3	273	19.8	54	.4
88	Cameras and supplies	4	110	96.4	106	.7
94	Luggage, harness, etc.	3	60	51.7	31	.2
95	Motion picture film rentals	13	1,890	100.0	1,890	12.5
	All other commodities	--	--	--	3,039	20.1

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	AUTOMOTIVE TRADE (Commodity coverage, 57.4%)	32			$16,729	100.0
33	Automobiles and motor vehicles	11	$5,443	69.7	3,794	22.7
	Automobiles, passenger	5	3,439	60.2	2,070	--
	Commercial vehicles	7	3,383	37.7	1,274	--
	Tractors	2	130	40.8	53	--
	Amount not itemized	--	--	--	397	--
36	Automotive parts and accessories	48	14,514	53.3	7,743	46.3
	Batteries	4	189	13.8	26	--
	Tires and tubes	2	86	39.5	34	--
	Other equipment	35	5,755	59.0	3,395	--
	Amount not itemized	--	--	--	4,288	--
37	Drugs and drug sundries	4	2,319	1.2	28	.2
45	Radios, appliances, specialties	5	2,730	4.4	121	.7
	Service and other receipts	--	--	--	39	.2
	All other commodities	--	--	--	3,004	29.9
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 100.0%)	4			957	100.0
15	Wines and liquors	4	957	100.0	957	100.0
	Liquors	1	850	100.0	850	--
	Wines	2	81	100.0	81	--
	Amount not itemized	--	--	--	26	--
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 96.5%)	99			51,267	100.0
38	Chemicals, industrials and heavy	27	11,678	88.4	10,329	20.1
39	Oils, animal and vegetable	3	864	11.3	98	.2
40	Paints and varnishes	14	946	37.3	542	1.1
41	Soaps and toiletries	3	643	33.8	218	.4
42	Other chemicals	59	39,332	98.1	38,581	75.2
76	Petroleum and its products	3	1,837	7.8	144	.3
	Service and other receipts	--	--	--	44	.1
	All other commodities	--	--	--	1,311	2.6
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 84.0%)	605			300,918	100.0
27	Clothing and furnishings, men's and boys'	123	48,888	64.3	31,435	10.5
	Hats and caps	17	5,372	92.3	4,956	--
	Furnishings (except shoes)	53	26,989	33.4	14,407	--
	Suits and overcoats	34	11,596	48.8	5,661	--
	Work clothing	11	4,662	36.9	1,722	--
	Amount not itemized	--	--	--	4,689	--
28	Clothing and accessories, women's and children's	478	273,379	94.6	258,619	85.9
	Girls' wear	27	8,598	14.6	1,254	--
	Infants' wear	26	4,800	47.3	2,279	--
	Dresses	185	73,839	55.3	40,800	--
	Hosiery	66	39,361	80.4	47,894	--
	Millinery	85	33,061	48.7	16,088	--
	Underwear, negligees, etc.	47	24,838	48.8	12,124	--
	Suits and coats (except fur)	121	62,180	38.3	23,822	--
	Other (except shoes and furs)	96	32,362	32.7	10,568	--
	Amount not itemized	--	--	--	103,790	--
29	Furs and fur clothing	68	20,803	39.6	8,233	2.7
32	Shoes and other footwear	12	827	67.1	555	.2
	Service and other receipts	--	--	--	885	.3
	All other commodities	--	--	--	1,191	.4
	COAL AND COKE TRADE (Commodity coverage, 99.9%)	32			73,461	100.0
73	Coal and coke	32	73,461	99.6	73,176	99.6
	Anthracite	14	40,233	93.3	37,532	--
	Bituminous	20	31,145	53.3	17,210	--
	Coke	5	10,493	16.5	1,736	--
	Amount not itemized	--	--	--	16,698	--
	Service and other receipts	--	--	--	285	.4
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 89.5%)	48			13,329	100.0
37	Drugs and drug sundries	29	10,772	87.2	9,388	70.4
	Druggists' rubber goods	1	44	100.0	44	--
	Drugs, chemicals, pharmaceuticals	12	4,674	90.1	4,209	--
	Proprietary medicines	5	3,279	60.4	1,981	--
	Drug sundries (except soap)	10	3,169	33.7	1,744	--
	Amount not itemized	--	--	--	1,410	--
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (continued)					
39	Oils, animal and vegetable	3	$944	14.1	$133	1.0
41	Soaps and toiletries	23	5,235	57.9	3,033	22.8
	Toilet articles	14	3,979	34.4	1,370	--
	Toilet preparations (except soaps)	12	3,907	41.4	1,619	--
	Toilet soaps	1	160	1.3	2	--
	Other soaps	1	47	2.1	1	--
	Amount not itemized	--	--	--	41	--
	Service and other receipts	--	--	--	4	--
	All other commodities	--	--	--	771	5.8
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 93.3%)	380			786,663	100.0
28	Clothing and accessories, women's and children's	16	49,563	6.2	3,086	.4
30	Notions	38	11,880	97.5	11,587	1.5
31	Piece goods	331	773,436	98.8	764,493	97.2
	Cottons	123	384,040	92.1	353,729	--
	Jute fabrics	2	792	37.9	300	--
	Linens	10	10,857	24.8	2,696	--
	Rayons	46	124,523	40.2	50,003	--
	Silks and velvets	54	58,214	41.2	23,968	--
	Woolens and worsteds	117	246,236	76.1	187,457	--
	Domestics	3	37,807	14.2	5,366	--
	Curtains, draperies, upholsteries	3	4,414	12.2	540	--
	Other	7	6,182	71.0	4,392	--
	All other commodities	--	--	--	136,044	--
33	Yarns	6	37,818	7.8	4,504	.6
	Service and other receipts	--	--	--	346	--
	All other commodities	--	--	--	2,645	.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 97.2%)	127			11,480	100.0
36	Automotive parts and accessories	8	917	16.5	151	1.3
43	Wiring supplies and electrical construction material	34	6,034	87.1	3,236	45.8
	Interior	23	3,323	83.2	2,765	--
	Outside	3	143	60.8	87	--
	Lighting fixtures	20	1,323	63.0	961	--
	Incandescent lamps	12	680	84.3	573	--
	Amount not itemized	--	--	--	870	--
44	Electrical apparatus and equipment	18	1,346	89.2	1,200	10.5
45	Radios, appliances, specialties	63	5,331	79.9	4,260	37.1
	Radios and accessories	37	3,630	84.5	3,068	--
	Electric refrigerators	7	376	64.1	241	--
	Other electrical appliances	26	1,478	54.8	810	--
	Amount not itemized	--	--	--	141	--
51	Plumbing, heating, air-conditioning	3	80	33.8	27	.2
	Service and other receipts	--	--	--	41	.4
	All other commodities	--	--	--	545	4.7
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 88.6%)	177			163,364	100.0
11	Groceries (except as listed)	4	3,434	11.6	399	.2
17	Cotton, raw	6	5,366	74.4	4,142	2.5
19	Grains	8	51,318	96.0	49,265	30.1
	Corn	3	28,479	26.6	7,373	--
	Wheat	4	30,134	33.3	10,044	--
	Other	5	30,233	35.0	10,585	--
	Amount not itemized	--	--	--	21,063	--
20	Hides, skins, and raw furs	110	33,203	93.3	32,926	20.2
21	Livestock	8	1,265	100.0	1,265	.8
23	Silk, raw	13	7,943	90.4	7,177	4.4
24	Tobacco, leaf	11	2,262	100.0	2,262	1.4
25	Wool, raw	7	3,219	46.2	2,413	1.5
26	Other farm products	23	42,033	91.2	38,331	23.5
39	Oils, animal and vegetable	4	28,930	5.4	1,371	1.0
	Service and other receipts	--	--	--	242	.1
	All other commodities	--	--	--	23,371	14.3

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 97.0%)	202			$213,964	100.0
3	Butter and cheese	14	$7,365	56.4	4,156	1.9
7	Dairy and poultry products (except butter and cheese)	50	39,399	96.2	37,889	17.7
	Eggs	24	8,554	57.7	4,933	--
	Milk and cream, fluid	2	1,485	100.0	1,485	--
	Poultry	27	31,311	96.7	30,292	--
	Other	2	454	15.2	69	--
	Amount not itemized	--	--	--	1,110	--
10	Fruits and vegetables	147	171,821	98.7	169,567	79.3
	Fresh fruits	89	133,458	79.5	106,153	--
	Fresh vegetables	87	83,100	46.3	38,478	--
	Amount not itemized	--	--	--	24,936	--
11	Groceries (except as listed)	3	18,190	3.2	576	.3
	All other commodities	--	--	--	1,776	.8
	FARM SUPPLIES TRADE (Commodity coverage, 97.8%)	15			6,992	100.0
18	Feed	8	4,557	24.6	1,121	16.0
	Hay, straw, and alfalfa	4	214	47.7	102	--
	Mixed and other	2	4,034	16.9	680	--
	Amount not itemized	--	--	--	339	--
22	Seeds	3	734	61.6	452	6.5
90	Fertilizer and fertilizer materials	7	5,869	87.2	5,120	73.2
	All other commodities	--	--	--	299	4.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 99.4%)	116			33,067	100.0
31	Piece goods	12	18,068	65.6	11,855	35.9
	Cottons	1	1,154	29.9	345	--
	Domestics	9	17,520	57.1	10,009	--
	Curtains, draperies, upholsteries	3	3,408	39.9	1,360	--
	Amount not itemized	--	--	--	141	--
45	Radios, appliances, specialties	4	849	30.7	261	.8
46	China, glassware, and crockery	20	3,962	87.6	3,469	10.5
47	Furniture, wooden and metal	32	4,704	83.5	3,929	11.8
	Household	17	2,898	80.2	2,325	--
	Office and store	8	275	56.0	154	--
	Amount not itemized	--	--	--	1,450	--
48	House furnishings	63	10,990	66.1	7,263	22.0
	Carpets and rugs	15	6,801	40.4	2,750	--
	Other floor coverings	8	1,753	79.6	1,395	--
	House furnishings (except as listed)	43	3,687	72.4	2,670	--
	Amount not itemized	--	--	--	448	--
	Service and other receipts	--	--	--	10	--
	All other commodities	--	--	--	6,280	19.0
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 86.1%)	270			388,361	100.0
1	Bakery products	7	2,439	65.2	1,591	.4
3	Butter and cheese	6	3,987	43.2	1,724	.4
4	Canned foods	65	49,471	59.8	29,573	7.6
	Canned fruits	28	28,718	24.7	7,101	--
	Canned vegetables	28	27,471	27.2	7,461	--
	Canned fish and sea foods	35	30,975	19.1	5,919	--
	Canned meats	8	4,762	8.9	423	--
	Canned milk	4	1,313	62.1	815	--
	Other	13	12,236	12.0	1,464	--
	Amount not itemized	--	--	--	6,390	--
5	Coffee	54	72,101	69.4	50,016	12.9
	Green	43	60,852	67.9	41,308	--
	Roasted	7	5,053	48.2	2,436	--
	Amount not itemized	--	--	--	6,272	--
6	Confectionery and ice cream	9	2,068	40.9	846	.2
7	Dairy and poultry products (except butter and cheese)	6	2,921	20.2	590	.1
8	Fish and sea foods	13	3,072	62.2	1,912	.5
9	Flour	23	24,049	57.6	13,854	3.6
10	Fruits and vegetables	5	8,881	6.4	572	.2
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
11	Groceries (except as listed)	96	$69,436	55.6	$38,627	9.9
	Cereal preparations	5	1,211	57.0	448	--
	Extracts and spices	16	6,607	18.8	1,245	--
	Lard substitutes and cooking fats	6	4,957	76.9	3,813	--
	Nuts (all kinds)	20	32,200	31.4	10,125	--
	Butter substitutes	1	125	8.0	10	--
	Pickles, preserves, and sauces	13	4,439	29.4	1,303	--
	Rice	4	8,517	.9	80	--
	Teas	10	3,947	67.1	2,649	--
	Other	45	43,451	40.7	17,663	--
	Amount not itemized	--	--	--	1,291	--
12	Meats and meat products	16	17,020	49.4	8,405	2.1
14	Sugar	49	234,276	98.2	230,098	59.4
16	Other food and related products	9	13,471	5.2	700	.2
19	Grains	5	4,288	17.4	747	.2
26	Other farm products	3	1,647	32.5	535	.1
39	Oils, animal and vegetable	5	15,236	3.5	527	.1
42	Other chemicals	5	22,812	3.6	831	.2
	Service and other receipts	--	--	--	249	.1
	All other commodities	--	--	--	6,964	1.8
	HARDWARE TRADE (Commodity coverage, 98.2%)	66			10,287	100.0
43	Wiring supplies and electrical construction materials	3	1,751	16.7	293	2.9
48	House furnishings	5	231	37.7	87	.9
50	Hardware	66	10,287	85.8	8,822	85.8
	Builders' hardware	14	1,061	95.3	1,011	--
	Heavy hardware	8	1,086	51.2	556	--
	Shelf or light hardware	13	2,421	80.9	1,959	--
	Tools and cutlery	10	1,157	64.6	747	--
	Wire screening	3	597	4.7	28	--
	Other	15	647	66.8	432	--
	Amount not itemized	--	--	--	4,089	--
51	Plumbing, heating, air-conditioning	3	609	5.9	36	.3
55	Farm machinery and garden equipment	3	1,074	35.9	386	3.8
56	Industrial equipment and supplies (except electrical and railroad)	8	942	10.3	97	.9
	Service and other receipts	--	--	--	172	1.6
	All other commodities	--	--	--	394	3.8
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 98.3%)	51			2,608	100.0
91	Jewelry, silverware, etc.	49	2,565	98.6	2,530	97.0
	Clocks and watches	4	865	97.6	844	--
	Jewelry	25	546	89.7	490	--
	Precious stones and metals	16	846	98.7	835	--
	Silverware and plated ware	5	287	99.7	286	--
	Amount not itemized	--	--	--	75	--
	All other commodities	--	--	--	78	3.0
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 99.9%)	95			13,664	100.0
50	Hardware	6	505	27.5	139	1.0
62	Building metal work	10	581	73.0	424	3.1
70	Brick, tile, and terra cotta	19	2,417	95.9	2,319	17.0
71	Building stone, slate, concrete	14	1,802	60.1	1,083	7.9
72	Cement, lime, plaster, stucco	8	1,169	58.5	684	5.0
75	Glass (sheet and containers)	8	1,706	100.0	1,706	12.5
80	Lumber	17	5,396	94.8	5,113	37.4
84	Woodwork and wood products	10	799	87.7	701	5.1
87	Building materials (except as listed)	12	695	93.2	648	4.7
	Service and other receipts	--	--	--	60	.5
	All other commodities	--	--	--	787	5.8
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.1%)	409			54,563	100.0
31	Piece goods	19	4,230	54.8	2,316	4.2
34	Textile products (except as listed)	7	2,198	99.3	2,183	4.0
41	Soaps and toiletries	4	1,685	7.6	128	.2

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
42	Other chemicals	9	$1,254	17.8	$223	.4
45	Radios, appliances, specialties	6	1,294	14.5	187	.3
47	Furniture, wooden and metal	3	318	19.2	61	.1
50	Hardware	8	4,360	27.0	1,177	2.2
51	Plumbing, heating, air-conditioning	6	1,330	11.2	149	.3
54	Barber and beauty-parlor equipment	5	184	95.7	176	.3
55	Farm machinery and garden equipment	10	1,479	65.9	974	1.8
56	Industrial equipment and supplies (except electrical and railroad)	119	13,188	83.2	10,967	20.1
	Belting, mechanical rubber goods, etc.	14	1,520	63.1	959	--
	Power transmission equipment	6	741	32.9	244	--
	Materials-handling equipment	8	1,374	95.1	1,306	--
	Metal-working tools	10	1,154	32.9	380	--
	Rope, cordage, and twine	7	3,033	85.9	2,606	--
	Other	76	6,773	79.7	5,397	--
	Amount not itemized	--	--	--	75	--
57	Industrial machinery (non-electrical)	124	14,075	85.3	12,010	22.0
	Construction machinery	8	1,093	31.7	347	--
	Machine tools (power drives)	23	3,181	69.4	2,209	--
	Mine, quarry, pump machinery	13	1,176	37.8	444	--
	Oil well and refining machinery	8	2,443	85.7	2,093	--
	Power plant machinery (except electrical)	19	2,188	55.5	1,214	--
	Textile machinery	6	920	43.2	397	--
	Other	60	6,815	77.6	5,287	--
	Amount not itemized	--	--	--	19	--
58	Office and store machines and equipment	38	3,172	58.1	1,844	3.4
59	Railroad equipment and supplies	35	4,805	76.7	3,685	6.8
60	Surgical, dental, hospital equipment	18	2,282	59.8	1,364	2.5
62	Building metal work	4	280	56.4	158	.3
64	Iron and steel (except scrap)	9	2,562	17.1	437	.8
69	Nonferrous metals (except as listed)	5	543	70.5	383	.7
75	Glass (sheet and containers)	13	5,617	42.2	2,371	4.3
76	Petroleum and its products	3	1,129	5.7	64	.1
82	Paper (printing, board, etc.)	3	572	14.3	82	.2
85	Aircraft and parts	7	9,736	95.9	9,334	17.1
	Heavier than air	5	9,361	62.8	5,883	--
	Lighter than air	1	300	15.0	45	--
	Equipment and supplies	7	9,736	35.0	3,406	--
88	Cameras and supplies	5	738	31.4	232	.4
	Service and other receipts	--	--	--	246	.5
	All other commodities	--	--	--	3,812	7.0
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 83.2%)	84			69,709	100.0
42	Other chemicals	3	51,109	2.5	1,287	1.8
61	Aluminum, bars, wire, etc.	5	2,032	65.8	1,338	1.9
62	Building metal work	7	956	38.5	368	.5
63	Copper	7	51,428	29.8	15,327	22.0
64	Iron and steel (except scrap)	66	34,029	35.9	12,207	17.5
	Iron and steel pipe	2	1,027	100.0	1,027	--
	Seamless steel tubing	2	1,304	11.5	150	--
	Pig iron	4	2,157	80.6	1,738	--
	Rough castings and forgings	8	500	97.8	489	--
	Steel sheet	5	959	47.5	456	--
	Structural iron and steel	7	1,865	19.8	369	--
	Wire fencing	2	78	47.4	37	--
	Wire and wire rope or cable	9	20,902	3.3	683	--
	Other rolled iron and steel	19	4,845	64.3	3,117	--
	Amount not itemized	--	--	--	4,141	--
65	Lead (metallic) and zinc	3	50,886	24.2	12,321	17.7
69	Nonferrous metals (except as listed)	12	55,264	23.5	12,989	18.6
74	Crude nonmetallic minerals (except as listed)	3	2,514	10.7	270	.4
90	Fertilizer and fertilizer materials	3	50,886	1.5	764	1.1
	Service and other receipts	--	--	--	112	.2
	All other commodities	--	--	--	12,726	18.3
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 95.3%)	78			13,587	100.0
81	Paper goods (boxes, bags, cups, etc.)	28	3,805	82.6	3,142	23.1
	PAPER AND ITS PRODUCTS TRADE (continued)					
82	Paper (printing, board, etc.)	22	$9,649	98.8	$9,532	70.2
	Cardboard and paper board	8	2,547	96.1	2,448	--
	Uncoated book, newsprint	7	5,702	97.5	5,560	--
	Wall paper	1	293	42.7	125	--
	Amount not itemized	--	--	--	1,399	--
83	Stationery and supplies	31	946	82.1	777	5.7
	Service and other receipts	--	--	--	10	.1
	All other commodities	--	--	--	126	.9
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 99.7%)	20			41,646	100.0
76	Petroleum and its products	20	41,646	99.9	41,641	99.9
	Crude oil	3	8,756	42.9	3,757	--
	Gasoline and naphthas	3	8,223	40.1	3,297	--
	Fuel and gas oils	2	7,984	21.3	1,700	--
	Kerosene	2	7,984	14.6	1,169	--
	Lubricants, automotive	5	1,923	21.2	407	--
	Lubricants (except automotive)	3	842	62.4	525	--
	Other petroleum products	6	2,938	35.1	1,031	--
	Amount not itemized	--	--	--	29,755	--
	Service and other receipts	--	--	--	5	.1
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 98.2%)	64			5,647	100.0
51	Plumbing, heating, air-conditioning	64	5,647	89.4	5,047	89.4
	Air-conditioning equipment	6	135	63.0	85	--
	Gas appliances and supplies	5	467	89.7	419	--
	Oil burners	6	178	44.9	80	--
	Fittings, valves, brass goods	22	1,671	65.5	1,095	--
	Plumbing fixtures	12	2,562	71.4	1,829	--
	Stoves, ranges, furnaces (except gas and electric)	9	529	71.3	377	--
	Amount not itemized	--	--	--	1,162	--
57	Industrial machinery (non-electrical)	5	433	18.7	81	1.4
64	Iron and steel (except scrap)	4	691	50.4	348	6.2
	Iron and steel pipe	3	660	52.6	347	--
	Structural iron and steel	1	31	3.2	1	--
	Service and other receipts	--	--	--	17	.3
	All other commodities	--	--	--	154	2.7
	WASTE MATERIALS TRADE (Commodity coverage, 89.7%)	31			13,409	100.0
67	Scrap iron and steel	11	9,377	91.3	8,565	63.9
69	Nonferrous metals (except as listed)	6	1,234	100.0	1,234	9.2
92	Junk and scrap (except iron)	15	3,278	98.9	3,243	24.2
	Service and other receipts	--	--	--	12	.1
	All other commodities	--	--	--	355	2.6
	ALL OTHER TRADES (Commodity coverage, 95.1%)	297			225,860	100.0
26	Other farm products	35	14,817	30.5	4,514	2.0
31	Piece goods	7	14,423	33.8	4,869	2.2
33	Yarns	22	63,092	100.0	63,092	27.9
	Cotton yarns	13	8,529	97.5	8,320	--
	Rayon yarns	5	54,664	94.2	51,496	--
	Silk yarns	2	315	39.0	123	--
	Woolen and worsted yarns	5	3,451	5.9	204	--
	Amount not itemized	--	--	--	2,949	--
34	Textile products (except as listed)	7	10,036	75.0	7,528	3.3
39	Oils, animal and vegetable	12	42,320	93.7	39,652	17.6
78	Books, magazines, sheet music, etc.	131	7,492	99.1	7,423	3.3
79	Logs, ties, pulpwood	7	22,388	77.7	17,390	7.7
82	Paper (printing, board, etc.)	3	13,596	36.7	4,991	2.2
84	Woodwork and wood products	8	1,507	100.0	1,507	.6
93	Leather and cut stock	25	4,964	99.9	4,961	2.2
94	Luggage, harness, etc.	10	413	92.7	383	.2
97	Rubber, crude	9	63,597	99.9	63,521	28.1
	Service and other receipts	--	--	--	87	--
	All other commodities	--	--	--	6,002	2.7

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	ASSEMBLERS					
	FARM PRODUCTS-CONSUMER GOODS TRADE (Commodity coverage, 94.5%)	22			$45,750	100.0
3	Butter and cheese	5	$11,103	90.8	10,082	22.0
4	Canned foods	5	11,955	.6	75	.2
7	Dairy and poultry products except butter and cheese	14	23,107	56.0	12,950	28.3
	Eggs	13	21,399	50.2	10,748	--
	Milk and cream, fluid	1	1,708	100.0	1,708	--
	Poultry	6	11,964	3.8	456	--
	Other	4	4,963	.8	38	--
	FARM PRODUCTS-CONSUMER GOODS TRADE (continued)					
10	Fruits and vegetables	8	$22,643	100.0	$22,643	49.5
	Fresh fruits	7	22,623	90.2	20,398	--
	Fresh vegetables	3	4,638	48.4	2,245	--
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 99.6%)	6			729	100.0
11	Groceries (except as listed)	4	545	86.4	471	64.6
	Extracts and spices	1	330	77.6	256	--
	Nuts (all kinds)	1	168	100.0	168	--
	Other	2	47	100.0	47	--
	All other commodities	—	--	—	258	35.4

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 96.0%)	44			$5,371	100.0
52	Sporting goods	9	$1,356	81.4	1,104	20.5
53	Toys and games	14	1,062	71.3	757	14.1
88	Cameras and supplies	3	371	86.3	320	6.0
95	Motion picture film rentals	9	1,532	99.6	1,624	28.4
	All other commodities	--	--	--	1,666	31.0
	AUTOMOTIVE TRADE (Commodity coverage, 98.3%)	237			43,370	100.0
35	Automobiles and motor vehicles	17	18,129	91.4	16,370	38.2
	Automobiles, passenger	13	17,948	91.5	16,430	--
	Commercial vehicles	2	652	2.8	18	--
	Tractors	1	81	25.9	21	--
	Amount not itemized	--	--	--	101	--
36	Automotive parts and accessories	228	42,263	36.3	23,799	54.9
	Batteries	74	18,713	3.0	670	--
	Tires and tubes	68	12,571	19.6	2,460	--
	Other equipment	175	36,260	44.3	16,073	--
	Amount not itemized	--	--	--	4,696	--
45	Radios, appliances, specialties	6	3,802	24.6	935	2.1
	Service and other receipts	--	--	--	814	1.9
	All other commodities	--	--	--	1,252	2.9
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 96.3%)	190			42,610	100.0
2	Beer and other malt liquors	93	10,604	78.8	8,360	19.6
13	Soft drinks	12	3,793	16.0	606	1.4
15	Wines and liquors	117	35,396	92.1	32,590	76.3
	Liquors	73	19,465	87.3	16,992	--
	Wines	67	15,314	19.5	2,983	--
	Amount not itemized	--	--	--	12,615	--
	Service and other receipts	--	--	--	14	--
	All other commodities	--	--	--	1,040	2.5
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 86.8%)	77			11,067	100.0
38	Chemicals, industrial and heavy	11	4,431	80.5	3,567	32.2
39	Oils, animal and vegetable	8	1,773	10.3	183	1.7
40	Paints and varnishes	47	2,695	79.3	2,138	19.3
42	Other chemicals	23	5,289	80.3	4,248	38.4
50	Hardware	7	563	6.0	34	.3
76	Petroleum and its products	5	979	36.1	353	3.2
82	Paper (printing, board, etc.)	25	1,478	30.7	454	4.1
	Service and other receipts	--	--	--	8	.1
	All other commodities	--	--	--	82	.7
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 88.9%)	244			31,230	100.0
27	Clothing and furnishings, men's and boys'	92	9,625	89.8	8,641	27.7
	Hats and caps	14	2,270	81.5	1,849	--
	Furnishings (except shoes)	35	4,258	50.4	2,147	--
	Suits and overcoats	39	3,731	92.1	3,438	--
	Work clothing	9	771	48.5	374	--
	Amount not itemized	--	--	--	833	--
28	Clothing and accessories, women's and children's	111	18,263	92.9	16,975	54.3
	Girls' wear	7	826	53.3	440	--
	Infants' wear	11	1,242	64.7	804	--
	Dresses	27	5,519	76.9	4,243	--
	Hosiery	31	5,441	72.2	3,928	--
	Millinery	33	3,769	88.8	3,337	--
	Underwear, negligees, etc.	15	1,742	38.3	667	--
	Suits and coats (except fur)	8	2,749	67.1	1,844	--
	Other (except shoes and furs)	10	958	50.6	485	--
	Amount not itemized	--	--	--	1,227	--
29	Furs and fur clothing	25	2,478	97.5	2,415	7.7
32	Shoes and other footwear	23	2,423	94.8	2,298	7.4
	Men's and boys' leather	14	1,473	56.2	828	--
	Men's and boys' rubber	7	949	20.3	193	--
	Women's and children's leather	8	505	60.8	307	--
	Women's and children's rubber	6	486	23.5	114	--
	Other	2	57	87.7	50	--
	Amount not itemized	--	--	--	806	--
	CLOTHING AND FURNISHINGS TRADE (continued)					
98	Second-hand merchandise	17	$356	69.1	$246	.8
	Service and other receipts	--	--	--	11	--
	All other commodities	--	--	--	644	2.1
	COAL AND COKE TRADE (Commodity coverage, 99.8%)	46	--	--	33,601	100.0
73	Coal and coke	46	33,601	99.8	33,319	99.8
	Anthracite	12	8,103	12.7	1,026	--
	Bituminous	33	29,738	92.2	27,410	--
	Coke	12	8,366	14.3	1,213	--
	Amount not itemized	--	--	--	3,868	--
	Service and other receipts	--	--	--	72	.2
	All other commodities	--	--	--	10	--
	DRUGS (FULL LINE) TRADE (Commodity coverage, 85.6%)	7			16,704	100.0
16	Wines and liquors	3	13,428	16.9	2,263	13.5
37	Drugs and drug sundries*	7	16,704	82.1	13,711	82.1
	Druggists' rubber goods	3	3,187	2.7	140	--
	Drugs, chemicals, pharmaceuticals	3	3,187	23.1	1,197	--
	Proprietary medicines	3	3,187	40.1	2,078	--
	Drug sundries (except soap)	2	3,221	11.8	581	--
	Toilet articles	2	3,221	.7	23	--
	Toilet preparations, except soaps	2	3,221	9.1	293	--
	Toilet soaps	2	3,221	.7	24	--
	Other soaps	1	2,108	.2	4	--
	Amount not itemized	--	--	--	9,571	--
39	Oils, animal and vegetable	3	4,487	4.4	196	1.2
	Service and other receipts	--	--	--	98	.6
	All other commodities	--	--	--	436	2.6
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 99.1%)	88			13,215	100.0
11	Groceries (except as listed)	3	49	30.6	15	.1
37	Drugs and drug sundries	49	10,786	80.7	8,704	65.9
	Druggists' rubber goods	3	1,176	6.7	79	--
	Drugs, chemicals, pharmaceuticals	12	1,644	48.4	795	--
	Proprietary medicines	17	1,650	74.3	1,229	--
	Drug sundries (except soap)	16	7,889	65.0	3,128	--
	Amount not itemized	--	--	--	1,473	--
41	Soaps and toiletries	45	8,604	31.1	2,673	20.2
	Toilet articles	5	778	15.3	119	--
	Toilet preparations, except soaps	37	8,454	28.9	2,443	--
	Toilet soaps	7	688	11.8	81	--
	Other soaps	4	33	22.9	8	--
	Amount not itemized	--	--	--	22	--
50	Hardware	3	99	25.3	25	.2
	Service and other receipts	--	--	--	149	1.1
	All other commodities	--	--	--	1,649	12.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 94.7%)	134			18,365	100.0
27	Clothing and furnishings, men's and boys'	4	223	9.4	21	.1
28	Clothing and accessories, women's and children's	4	223	14.3	32	.2
29	Furs and fur clothing	7	148	69.6	103	.6
30	Notions	63	4,216	78.4	3,307	18.0
31	Piece goods	72	14,623	97.4	14,240	77.5
	Cottons	22	4,057	63.0	2,555	--
	Jute fabrics	2	663	4.5	30	--
	Linens	12	483	38.5	186	--
	Rayons	13	2,700	60.5	1,634	--
	Silks and velvets	20	4,996	37.6	1,878	--
	Woolens and worsteds	28	6,707	89.2	5,090	--
	Domestics	2	480	46.7	224	--
	Curtains, draperies, upholsteries	4	1,061	71.4	750	--
	Other	4	1,393	11.3	156	--
	Amount not itemized	--	--	--	1,733	--
34	Textile products (except as listed)	3	880	40.3	356	8.0
	Service and other receipts	--	--	--	9	--
	All other commodities	--	--	--	298	1.6

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

* Including soaps and toiletries

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Per cent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	ELECTRICAL GOODS TRADE (Commodity coverage, 96.7%)	130			$35,800	100.0
36	Automotive parts and accessories	3	$2,722	9.6	260	.8
43	Wiring supplies and electrical construction materials	58	15,619	71.7	11,204	35.1
	Interior	41	12,960	42.9	5,557	--
	Outside	10	8,613	12.8	1,104	--
	Lighting fixtures	35	12,717	7.8	991	--
	Incandescent lamps	29	12,332	13.9	1,710	--
	Amount not itemized	--	--	--	1,842	--
44	Electrical apparatus and equipment	29	11,086	29.0	3,219	9.5
45	Radios, appliances, specialties	84	28,454	65.0	18,487	54.7
	Radios and accessories	55	19,836	34.7	6,680	--
	Electric refrigerators	25	19,507	39.9	7,780	--
	Other electrical appliances	48	17,982	21.1	5,794	--
	Amount not itemized	--	--	--	33	--
51	Plumbing, heating, air-conditioning	5	3,602	6.1	220	.7
	Service and other receipts	--	--	--	407	1.2
	All other commodities	--	--	--	3	--
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 99.8%)	52			66,579	100.0
19	Grain	9	45,324	95.3	43,195	64.9
	Corn	7	42,397	35.9	15,233	--
	Wheat	6	41,583	29.7	12,350	--
	Other	6	43,375	31.6	13,703	--
	Amount not itemized	--	--	--	1,909	--
20	Hides, skins, and raw furs	21	18,901	97.8	18,491	27.8
24	Tobacco, leaf	8	381	100.0	381	.6
25	Wool, raw	5	2,910	41.6	1,211	1.8
26	Other farm products	11	774	90.3	699	1.0
	Service and other receipts	--	--	--	750	1.1
	All other commodities	--	--	--	1,852	2.8
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 93.8%)	416			149,195	100.0
3	Butter and cheese	94	58,988	52.8	31,133	20.9
4	Canned foods	12	9,107	39.0	3,548	2.4
6	Confectionery and ice cream	4	555	39.6	220	.1
7	Dairy and poultry products (except butter and cheese)	178	84,051	62.1	52,167	35.0
	Eggs	120	72,080	28.5	20,515	--
	Milk and cream, fluid	44	11,066	90.4	10,008	--
	Poultry	72	49,981	37.0	18,517	--
	Other	15	7,141	17.3	1,235	--
	Amount not itemized	--	--	--	1,892	--
8	Fish and sea foods	6	804	22.0	177	.1
10	Fruits and vegetables	224	65,846	85.8	56,507	37.9
	Fresh fruits	134	28,742	65.9	18,938	--
	Fresh vegetables	146	40,420	54.5	22,012	--
	Amount not itemized	--	--	--	15,557	--
11	Groceries (except as listed)	9	3,047	15.1	461	.3
12	Meats and meat products	16	21,845	9.8	2,145	1.4
	Service and other receipts	--	--	--	95	.1
	All other commodities	--	--	--	2,742	1.8
	FARM SUPPLIES TRADE (Commodity coverage, 91.4%)	21			8,016	100.0
18	Feed	6	4,120	40.9	1,686	21.0
	Hay, straw, and alfalfa	4	1,136	35.3	402	--
	Mixed and other	6	4,120	31.2	1,284	--
19	Grains	4	1,136	16.4	187	2.3
22	Seeds	13	6,826	77.5	5,287	66.0
90	Fertilizer and fertilizer materials	4	1,135	6.4	73	.9
	All other commodities	--	--	--	783	9.8
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 95.7%)	141			17,021	100.0
31	Piece goods	10	1,250	97.3	1,216	7.1
	Cottons	2	296	17.2	51	--
	Linens	1	154	7.8	12	--
	Rayons	1	142	8.5	12	--
	Domestics	6	978	72.0	704	--
	Curtains, draperies, upholsteries	4	494	35.8	177	--
	Other	1	154	30.5	47	--
	Amount not itemized	--	--	--	213	--
	FURNITURE AND HOUSE FURNISHINGS TRADE (continued)					
45	Radios, appliances, specialties	5	$838	14.6	$122	.7
46	China, glassware, and crockery	24	3,694	91.1	3,364	19.8
47	Furniture, wooden and metal	33	3,945	81.5	3,215	18.9
	Household	25	2,431	74.9	1,822	--
	Office and store	4	195	55.9	109	--
	Amount not itemized	--	--	--	1,284	--
48	House furnishings	63	9,060	77.6	7,035	41.3
	Carpets and rugs	30	7,357	65.6	4,828	--
	Other floor coverings	16	5,619	22.6	1,271	--
	House furnishings (except as listed)	28	1,430	53.6	766	--
	Amount not itemized	--	--	--	170	--
49	Musical instruments, accessories	9	1,852	66.8	1,237	7.3
51	Plumbing, heating, air-conditioning	5	1,007	24.9	251	1.5
98	Second-hand merchandise	17	232	84.5	196	1.1
	Service and other receipts	--	--	--	63	.4
	All other commodities	--	--	--	322	1.9
	GENERAL MERCHANDISE TRADE (Commodity coverage, 96.0%)	9			18,780	100.0
27	Clothing and furnishings, men's and boys'	3	13,683	10.9	1,490	7.9
	Hats and caps	1	59	1.7	1	--
	Suits and overcoats	1	59	5.1	3	--
	Work clothing	1	160	15.6	25	--
	Amount not itemized	--	--	--	1,461	--
28	Clothing and accessories, women's and children's	4	14,256	13.1	1,874	10.0
	Hosiery	3	792	5.9	47	--
	Amount not itemized	--	--	--	1,827	--
30	Notions	3	13,669	7.0	952	5.1
31	Piece goods	3	14,068	11.7	1,645	8.8
	Cottons	1	121	41.3	50	--
	Domestics	1	483	.4	2	--
	Amount not itemized	--	--	--	1,593	--
37	Drugs and drug sundries	4	13,790	2.9	397	2.1
41	Soaps and toiletries	4	16,660	5.1	852	4.5
45	Radios, appliances, specialties	5	17,671	2.4	418	2.2
46	China, glassware, and crockery	4	17,098	4.1	697	3.7
47	Furniture, wooden and metal	5	17,671	1.8	319	1.7
48	House furnishings	4	14,579	8.6	1,259	6.7
	Carpets and rugs	4	14,579	3.5	507	--
	Other floor coverings	1	573	.3	2	--
	House furnishings (except as listed)	2	14,037	5.3	750	--
49	Musical instruments, accessories	5	4,990	2.9	145	.8
50	Hardware	3	13,568	4.7	642	3.4
52	Sporting goods	5	17,982	3.0	546	2.9
53	Toys and games	6	17,303	7.3	1,262	6.7
60	Surgical, dental, hospital equipment	1	121	29.8	36	.2
78	Books, magazines, sheet music, etc.	3	3,724	31.5	1,173	6.2
83	Stationery and supplies	5	17,348	6.8	1,177	6.3
91	Jewelry, silverware, etc.	4	17,612	6.0	1,052	5.6
	Clocks and watches	3	4,148	3.6	151	--
	Jewelry	2	1,056	17.8	188	--
	Precious stones and metals	2	1,056	6.2	65	--
	Silverware and plated ware	2	1,056	22.3	235	--
	Amount not itemized	--	--	--	413	--
94	Luggage, harness, etc.	4	4,193	2.3	97	.5
	Service and other receipts	--	--	--	8	.1
	All other commodities	--	--	--	2,739	14.6
	GROCERIES (FULL LINE) TRADE (Commodity coverage, 77.3%)	30			56,520	100.0
1	Bakery products	7	8,924	3.5	315	.6
2	Beer and other malt liquors	5	9,291	1.9	178	.3
3	Butter and cheese	11	24,108	3.5	841	1.5
4	Canned foods	30	56,520	44.1	24,950	44.1
	Canned fruits	16	21,370	12.2	2,613	--
	Canned vegetables	16	21,370	14.9	3,180	--
	Canned fish and sea foods	16	21,370	4.2	908	--
	Canned meats	15	20,945	2.9	610	--
	Canned milk	16	21,370	4.5	952	--
	Other	9	15,941	8.0	1,271	--
	Amount not itemized	--	--	--	15,416	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only these establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	GROCERIES (FULL LINE) TRADE (continued)					
5	Coffee	30	$56,520	6.5	$3,651	6.5
	Green	2	816	.9	7	--
	Roasted	19	29,669	6.0	1,772	--
	Amount not itemized	--	--	--	1,872	--
6	Confectionery and ice cream	10	32,275	2.2	704	1.2
7	Dairy and poultry products (except butter and cheese)	5	7,260	6.2	450	.8
8	Fish and sea foods	11	21,148	1.2	261	.5
9	Flour	29	49,382	5.7	2,823	5.0
10	Fruits and vegetables	7	12,304	5.9	721	1.3
11	Groceries (except as listed)	30	56,520	22.1	12,519	22.1
	Cereal preparations	10	19,069	3.9	745	--
	Extracts and spices	11	19,488	.9	176	--
	Lard substitutes and cooking fats	8	18,335	1.7	305	--
	Nuts (all kinds)	9	14,378	.5	78	--
	Butter substitutes	2	4,285	.6	26	--
	Pickles, preserves and sauces	11	19,488	6.9	1,350	--
	Rice	11	19,488	.4	77	--
	Teas	11	19,488	2.5	479	--
	Other	8	18,558	7.3	1,354	--
	Amount not itemized	--	--	--	7,929	--
12	Meats and meat products	11	24,631	4.0	978	1.7
13	Soft drinks	7	9,589	1.3	123	.2
14	Sugar	30	56,520	8.2	4,637	8.2
41	Soaps and toiletries	13	29,152	5.8	1,692	3.0
89	Tobacco products	4	14,571	.9	126	.2
	Service and other receipts	--	--	--	202	.4
	All other commodities	--	--	--	1,349	2.4
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 93.5%)	486			114,761	100.0
1	Bakery products	29	2,404	64.1	1,540	1.3
3	Butter and cheese	24	9,952	16.2	1,612	1.4
4	Canned foods	33	14,955	40.3	6,027	5.3
	Canned fruits	22	3,908	12.9	505	--
	Canned vegetables	21	4,169	13.3	555	--
	Canned fish and sea foods	20	5,490	37.0	2,034	--
	Canned meats	18	8,213	16.4	1,344	--
	Canned milk	12	2,592	22.5	583	--
	Other	14	6,555	5.4	355	--
	Amount not itemized	--	--	--	651	--
5	Coffee	64	21,791	62.6	13,640	11.9
	Green	15	12,119	11.7	1,419	--
	Roasted	51	19,345	57.3	11,077	--
	Amount not itemized	--	--	--	1,144	--
6	Confectionery and ice cream	60	8,323	49.2	4,093	3.6
7	Dairy and poultry products (except butter and cheese)	32	14,662	15.1	2,214	1.9
8	Fish and sea foods	70	14,695	70.4	10,344	9.0
	Fresh fish	37	5,053	60.2	3,041	--
	Cured and processed fish	28	6,497	17.9	1,162	--
	Frozen fish	24	4,661	30.7	1,430	--
	Other	18	2,067	22.0	455	--
	Amount not itemized	--	--	--	4,256	--
9	Flour	26	4,611	47.5	2,189	1.9
10	Fruits and vegetables	14	960	26.5	254	.2
11	Groceries (except as listed)	168	38,134	39.4	15,027	13.1
	Cereal preparations	10	826	11.6	96	--
	Extracts and spices	47	11,841	19.8	2,344	--
	Lard substitutes and cooking fats	15	2,358	11.8	301	--
	Nuts (all kinds)	35	4,781	63.9	3,057	--
	Butter substitutes	6	1,473	7.9	116	--
	Pickles, preserves and sauces	27	3,653	12.9	471	--
	Rice	15	2,884	29.2	841	--
	Teas	39	17,361	10.2	1,770	--
	Other	60	8,716	63.9	5,567	--
	Amount not itemized	--	--	--	464	--
12	Meats and meat products	146	45,528	91.2	41,515	36.2
	Lard	22	12,462	26.5	3,299	--
	Meats, fresh	77	22,794	84.1	19,171	--
	Meats, cured or smoked	67	20,521	32.6	6,693	--
	Other	20	5,800	44.9	2,603	--
	Amount not itemized	--	--	--	9,749	--
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
13	Soft drinks	15	$501	45.1	$226	.2
14	Sugar	24	16,069	85.5	13,705	11.9
15	Wines and liquors	6	694	19.2	133	.1
16	Other food and related products	19	867	78.5	681	.6
89	Tobacco products	6	874	14.6	128	.1
	Service and other receipts	--	--	--	85	.1
	All other commodities	--	--	--	1,348	1.2
	HARDWARE TRADE (Commodity coverage, 96.9%)	45			17,627	100.0
36	Automotive parts and accessories	5	12,305	3.3	412	2.3
40	Paints and varnishes	13	14,306	5.7	818	4.6
43	Wiring supplies and electrical construction materials	7	2,058	8.1	165	1.0
45	Radios, appliances, specialties	6	13,025	3.1	401	2.3
50	Hardware	45	17,602	65.9	11,602	65.8
	Builders' hardware	15	1,524	17.1	261	--
	Heavy hardware	8	1,481	23.0	340	--
	Shelf or light hardware	19	13,661	7.9	1,078	--
	Tools and cutlery	19	14,147	20.4	2,883	--
	Wire screening	11	1,491	5.9	86	--
	Other	19	14,470	38.4	5,551	--
	Amount not itemized	--	--	--	1,401	--
52	Sporting goods	4	12,947	13.0	1,679	9.5
56	Industrial equipment and supplies (except electrical and railroad)	5	12,386	1.5	182	1.0
64	Iron and steel (except scrap)	4	12,965	2.1	275	1.6
75	Glass (sheet and containers)	3	12,683	1.5	184	1.0
91	Jewelry, silverware, etc.	3	12,298	1.3	155	.9
	Service and other receipts	--	--	--	118	.7
	All other commodities	--	--	--	1,635	9.3
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 96.7%)	102			18,512	100.0
91	Jewelry, silverware, etc.	84	15,760	91.0	14,336	77.4
	Clocks and watches	28	9,948	55.8	5,554	--
	Jewelry	33	8,015	27.6	2,213	--
	Precious stones and metals	19	8,130	39.7	3,226	--
	Silverware and plated ware	17	6,898	14.0	963	--
	Amount not itemized	--	--	--	2,380	--
96	Optical goods	18	4,224	65.2	2,756	14.9
	Service and other receipts	--	--	--	32	.2
	All other commodities	--	--	--	1,388	7.5
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 81.7%)	131			27,418	100.0
50	Hardware	4	2,691	4.5	121	.4
56	Industrial equipment and supplies (except electrical and railroad)	5	180	15.6	28	.1
70	Brick, tile and terra cotta	9	2,544	18.3	465	1.7
71	Building stone, slate, concrete	7	5,960	42.1	2,508	9.1
72	Cement, lime, plaster, stucco	10	8,217	29.8	2,446	8.9
73	Coal and coke	4	7,790	20.0	1,558	5.7
	Anthracite	3	7,775	.6	45	--
	Bituminous	3	7,775	19.0	1,477	--
	Coke	1	2,045	1.5	31	--
	Amount not itemized	--	--	--	5	--
75	Glass (sheet and containers)	17	1,301	93.2	1,213	4.4
	Sheet glass	16	1,026	91.3	937	--
	Amount not itemized	--	--	--	276	--
77	Sand, gravel, crushed stone	8	2,515	12.6	317	1.2
80	Lumber	66	17,124	85.4	14,630	53.4
84	Woodwork and wood products	20	3,141	70.7	2,222	8.1
87	Building materials (except as listed)	18	2,953	40.5	1,197	4.4
	Service and other receipts	--	--	--	248	.9
	All other commodities	--	--	--	465	1.7
	MACHINERY, EQUIPMENT, AND SUPPLIES TRADE (Commodity coverage, 91.1%)	320			56,016	100.0
31	Piece goods	20	7,453	45.1	3,360	6.0
	Cottons	8	1,929	15.4	297	--
	Jute fabrics	4	376	12.5	47	--
	Rayons	1	400	25.0	100	--
	Woolens and worsted	1	400	25.0	100	--
	Domestics	2	3,195	28.4	908	--
	Curtains, draperies, upholsteries	12	2,496	75.9	1,895	--
	Other	1	48	2.1	1	--
	Amount not itemized	--	--	--	12	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	MACHINERY, EQUIPMENT, AND SUPPLIES TRADE (continued)					
34	Textile products (except as listed)	7	$2,791	25.4	$710	1.3
40	Paints and varnishes	3	1,995	5.8	116	.2
41	Soaps and toiletries	15	997	43.7	436	.8
42	Other chemicals	11	1,551	38.6	598	1.1
44	Electrical apparatus and equipment	5	1,501	10.5	157	.3
46	China, glassware, and crockery	9	3,085	31.4	968	1.7
47	Furniture, wooden and metal	9	3,588	40.0	1,412	2.5
48	House furnishings	7	3,180	6.4	205	.4
50	Hardware	15	6,399	15.2	974	1.7
51	Plumbing, heating, air-conditioning	10	4,128	10.2	422	.8
53	Toys and games	4	179	31.8	57	.1
54	Barber and beauty-parlor equipment	18	1,881	78.1	1,470	2.6
55	Farm machinery and garden equipment	8	534	61.2	339	.6
56	Industrial equipment and supplies (except electrical and railroad)	82	18,391	86.1	15,828	28.2
	Belting, mechanical rubber goods, etc.	15	3,916	16.2	636	--
	Power transmission equipment	7	1,895	42.1	797	--
	Materials-handling equipment	2	1,064	2.8	30	--
	Metal-working tools	9	2,743	28.8	790	--
	Rope, cordage, and twine	6	2,835	8.3	236	--
	Other	63	15,105	79.0	11,937	--
	Amount not itemized	--	--	--	1,402	--
57	Industrial machinery (non-electrical)	72	10,487	74.8	7,849	14.0
	Construction machinery	3	236	38.1	90	--
	Machine tools (power driven)	16	3,256	90.8	2,966	--
	Mine, quarry, pump machinery	1	1,025	.3	3	--
	Oil well and refining machinery	2	355	98.6	350	--
	Power plant machinery (except electrical)	7	812	78.3	636	--
	Textile machinery	3	1,033	52.5	542	--
	Other	42	5,245	62.1	5,258	--
	Amount not itemized	--	--	--	4	--
58	Office and store machines and equipment	40	4,117	96.4	3,970	7.1
	Office machines and equipment	15	2,409	95.8	2,307	--
	Store fixtures and equipment	20	1,006	95.3	959	--
	Amount not itemized	--	--	--	704	--
59	Railroad equipment and supplies	8	7,720	42.0	3,243	5.8
60	Surgical, dental, hospital equipment	23	5,894	95.6	5,633	10.0
64	Iron and steel (except scrap)	8	2,156	14.3	309	.6
75	Glass (sheet and containers)	11	1,985	97.5	1,935	3.5
84	Woodwork and wood products	5	477	22.9	109	.2
	Service and other receipts	--	--	--	467	.8
	All other commodities	--	--	--	5,449	9.7
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 83.0%)	44			11,741	100.0
64	Iron and steel (except scrap)	41	11,203	93.7	10,499	89.4
	Iron and steel pipe	5	1,952	63.6	1,242	--
	Seamless steel tubing	4	2,446	65.0	1,589	--
	Rough castings and forgings	1	101	11.9	12	--
	Steel sheet	15	3,904	80.9	3,158	--
	Structural iron and steel	3	1,333	76.1	1,015	--
	Wire fencing	1	78	100.0	78	--
	Wire and wire rope or cable	4	1,062	32.3	343	--
	Other rolled iron and steel	15	3,416	48.2	1,646	--
	Amount not itemized	--	--	--	1,416	--
69	Nonferrous metals (except as listed)	4	791	38.9	308	2.6
	Service and other receipts	--	--	--	121	1.1
	All other commodities	--	--	--	813	6.9
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 99.6%)	149			39,049	100.0
30	Notions	6	167	25.7	43	.1
40	Paints and varnishes	6	780	29.5	230	.6
56	Industrial equipment and supplies (except electrical and railroad)	12	1,414	7.7	109	.3
81	Paper goods (boxes, bags, cups, etc.)	70	19,098	76.8	14,658	37.5
82	Paper (printing, board, etc.)	48	24,890	73.5	18,284	46.8
	Cardboard and paper board	9	9,802	12.3	1,133	--
	Uncoated book, newsprint	19	17,068	57.3	9,786	--
	Wall paper	11	7,026	22.0	1,548	--
	Amount not itemized	--	--	--	5,817	--
83	Stationery and supplies	45	11,916	44.4	5,285	13.5
	Service and other receipts	--	--	--	51	.2
	All other commodities	--	--	--	389	1.0
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 94.5%)	24			$3,277	100.0
76	Petroleum and its products	24	$3,277	97.8	3,205	97.8
	Service and other receipts	--	--	--	5	.2
	All other commodities	--	--	--	67	2.0
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 86.7%)	81			10,833	100.0
45	Radios, appliances, specialties	4	792	26.9	213	2.0
51	Plumbing, heating, air-conditioning	81	10,833	72.8	7,889	72.8
	Air-conditioning equipment	6	494	19.2	95	--
	Gas appliances and supplies	10	3,351	11.4	381	--
	Oil burners	4	467	52.2	244	--
	Fittings, valves, brass goods	37	4,099	41.3	1,693	--
	Plumbing fixtures	35	5,279	38.4	2,029	--
	Stoves, ranges, furnaces (except gas and electrical)	25	3,349	57.8	1,937	--
	Amount not itemized	--	--	--	1,510	--
56	Industrial equipment and supplies (except electrical and railroad)	3	521	23.2	121	1.1
64	Iron and steel (except scrap)	19	5,626	42.1	2,371	21.9
	Iron and steel pipe	18	4,981	43.5	2,165	--
	Seamless steel tubing	1	10	10.0	1	--
	Amount not itemized	--	--	--	205	--
	Service and other receipts	--	--	--	42	.4
	All other commodities	--	--	--	197	1.8
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 99.9%)	63			35,840	100.0
6	Confectionery and ice cream	28	23,491	6.6	1,557	4.4
15	Wines and liquors	5	9,630	12.3	1,180	3.3
83	Stationery and supplies	6	874	13.6	119	.3
89	Tobacco products	63	35,840	90.2	32,317	90.2
	Cigars	51	27,431	22.9	6,287	--
	Cigarettes	38	25,584	63.1	16,769	--
	Other tobacco products	35	20,822	18.4	3,839	--
	Amount not itemized	--	--	--	5,422	--
	Service and other receipts	--	--	--	5	--
	All other commodities	--	--	--	662	1.8
	WASTE MATERIALS TRADE (Commodity coverage, 99.3%)	164			34,177	100.0
62	Building metal work	3	419	41.3	173	.5
64	Iron and steel (except scrap)	3	725	11.3	82	.2
67	Scrap iron and steel	63	21,189	85.0	18,002	52.7
69	Nonferrous metals (except as listed)	14	3,486	77.0	2,684	7.9
92	Junk and scrap (except iron)	108	12,446	93.7	11,660	34.1
	Service and other receipts	--	--	--	42	.1
	All other commodities	--	--	--	1,534	4.5
	ALL OTHER TRADES (Commodity coverage, 89.7%)	189			33,271	100.0
26	Other farm products	19	1,771	88.5	1,567	4.7
34	Textile products (except as listed)	26	3,161	76.7	2,424	7.3
39	Oils, animal and vegetable	8	4,816	92.0	4,429	13.3
78	Books, magazines, sheet music, etc.	23	7,433	96.6	7,181	21.6
79	Logs, ties, pulpwood	5	6,217	100.0	6,217	18.7
83	Stationery and supplies	3	631	13.9	88	.3
84	Woodwork and wood products	27	1,121	98.7	1,106	3.3
92	Junk and scrap (except iron)	5	1,501	47.1	707	2.1
93	Leather and cut stock	42	4,696	97.0	4,554	13.7
94	Luggage, harness, etc.	9	148	80.4	119	.4
	Service and other receipts	--	--	--	206	.6
	All other commodities	--	--	--	4,673	14.0
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	18			17,391	100.0
52	Sporting goods	9	5,343	93.0	4,970	28.6
88	Cameras and supplies	5	9,823	99.9	9,814	56.4

(continued on next page)

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WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

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(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	AMUSEMENT AND SPORTING GOODS TRADE (continued)					
95	Motion picture film rentals	3	$2,146	98.6	$2,117	12.2
	All other commodities	--	--	--	490	2.8
	AUTOMOTIVE TRADE (Commodity coverage, 99.2%)	34			61,993	100.0
35	Automobiles and motor vehicles	11	46,622	92.0	42,878	69.2
	Automobiles, passenger	4	42,014	89.5	37,586	--
	Commercial vehicles	7	18,461	25.9	4,786	--
	Tractors	1	167	68.3	114	--
	Amount not itemized	--	--	--	392	--
36	Automotive parts and accessories	33	61,826	25.1	15,539	25.1
	Batteries	5	26,928	3.0	800	--
	Tires and tubes	10	9,664	72.4	6,993	--
	Other equipment	26	47,714	12.2	5,832	--
	Amount not itemized	--	--	--	1,914	--
56	Industrial equipment and supplies (except electrical and railroad)	4	7,582	35.2	2,669	4.3
	Service and other receipts	--	--	--	505	.8
	All other commodities	--	--	--	402	.6
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 97.6%)	18			38,365	100.0
2	Beer and other malt liquors	9	11,935	89.9	10,729	28.0
15	Wines and liquors	9	26,430	100.0	26,426	68.9
	Liquors	9	26,430	98.1	25,922	--
	Wines	1	513	98.2	504	--
	All other commodities	--	--	--	1,210	3.1
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 97.2%)	52			51,106	100.0
38	Chemicals, industrial and heavy	13	14,463	93.5	13,516	26.4
39	Oils, animal and vegetable	3	11,161	9.4	1,048	2.1
40	Paints and varnishes	20	23,493	76.4	17,939	35.1
42	Other chemicals	23	17,171	84.0	14,423	28.2
	All other commodities	--	--	--	4,180	8.2
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 91.8%)	33			19,986	100.0
27	Clothing and furnishings, men's and boys'	20	15,233	89.9	13,702	68.6
	Furnishings (except shoes)	14	11,610	86.6	10,058	--
	Suits and overcoats	3	2,755	100.0	2,755	--
	Work clothing	4	902	98.3	887	--
	Amount not itemized	--	--	--	2	--
28	Clothing and accessories, women's and children's	14	4,864	97.1	4,721	23.6
	Dresses	2	343	100.0	343	--
	Hosiery	2	836	84.6	706	--
	Millinery	1	48	100.0	48	--
	Underwear, negligees, etc.	8	4,063	82.2	3,338	--
	Suits and coats (except fur)	2	188	100.0	188	--
	Other (except shoes and furs)	2	867	11.3	98	--
	All other commodities	--	--	--	1,663	7.8
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 97.0%)	20			14,667	100.0
37	Drugs and drug sundries	17	12,143	99.0	12,019	81.9
	Drugs, chemicals, pharmaceuticals	8	5,945	97.8	5,817	--
	Proprietary medicines	6	4,613	100.0	4,613	--
	Drug sundries (except soap)	2	264	100.0	264	--
	Amount not itemized	--	--	--	1,325	--
41	Soaps and toiletries	6	4,769	54.1	2,582	17.6
	Toilet preparations, except soaps	5	4,769	52.8	2,520	--
	Toilet soaps	1	86	58.8	50	--
	Other soaps	1	2,196	.5	12	--
	All other commodities	--	--	--	66	.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	22			8,785	100.0
30	Notions	10	3,945	91.4	3,605	41.0
	DRY GOODS (SPECIALTY LINES) TRADE (continued)					
31	Piece goods	10	$4,425	98.2	$4,341	49.5
	Cottons	5	2,662	96.2	2,561	--
	Rayons	5	570	44.9	256	--
	Silks and velvets	3	482	61.6	297	--
	Amount not itemized	--	--	--	1,227	--
33	Yarns	3	1,627	3.6	58	.7
	Service and other receipts	--	--	--	46	.5
	All other commodities	--	--	--	735	8.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.7%)	39			50,714	100.0
36	Automotive parts and accessories	5	4,975	14.1	700	1.4
43	Wiring supplies and electrical construction materials	14	23,766	48.5	11,527	22.7
	Interior	6	8,714	68.1	5,935	--
	Outside	3	4,900	13.1	642	--
	Lighting fixtures	4	7,680	1.4	110	--
	Incandescent lamps	2	5,038	93.4	4,706	--
	Amount not itemized	--	--	--	134	--
44	Electrical apparatus and equipment	23	39,955	76.7	30,664	60.5
45	Radios, appliances, specialties	12	11,096	34.9	3,876	7.6
	Radios and accessories	4	2,610	18.6	486	--
	Electric refrigerators	7	10,298	20.6	2,124	--
	Other electrical appliances	5	8,308	15.2	1,266	--
63	Copper	3	7,641	31.6	2,414	4.8
	Service and other receipts	--	--	--	1,302	2.6
	All other commodities	--	--	--	232	.4
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 100.0%)	5			4,492	100.0
6	Confectionery and ice cream	3	2,402	99.9	2,400	53.4
	Ice cream and ices	3	2,402	99.7	2,395	--
	Other	2	771	.6	5	--
7	Dairy and poultry products (except butter and cheese)	3	2,091	.5	11	.3
	All other commodities	--	--	--	2,081	46.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 99.9%)	17			9,349	100.0
47	Furniture, wooden and metal	7	2,726	99.9	2,723	28.5
	Household	3	1,480	100.0	1,480	--
	Office and store	3	577	100.0	577	--
	Amount not itemized	--	--	--	666	--
48	House furnishings	7	6,258	98.0	6,131	64.2
	Carpets and rugs	2	3,954	98.6	3,899	--
	House furnishings (except as listed)	4	2,203	96.7	2,131	--
	Amount not itemized	--	--	--	101	--
	Service and other receipts	--	--	--	7	.1
	All other commodities	--	--	--	688	7.2
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 91.1%)	86			173,338	100.0
1	Bakery products	5	3,807	63.3	2,408	1.4
3	Butter and cheese	33	72,546	5.6	4,085	2.4
4	Canned foods	48	98,797	19.7	19,437	11.2
	Canned fruits	7	14,046	36.9	5,180	--
	Canned vegetables	6	16,892	22.7	3,604	--
	Canned fish and sea foods	4	12,174	11.9	1,453	--
	Canned meats	37	80,504	2.2	1,771	--
	Canned milk	26	63,153	7.6	4,775	--
	Other	28	61,577	2.5	1,564	--
	Amount not itemized	--	--	--	1,090	--
5	Coffee	6	20,423	22.8	4,657	2.7
6	Confectionery and ice cream	7	8,996	99.8	8,976	5.2
	Candy	3	4,828	100.0	4,828	--
	Chewing gum	1	2,103	100.0	2,103	--
	Other	3	1,658	98.6	1,615	--
	Amount not itemized	--	--	--	430	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) Continued					
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
7	Dairy and poultry products (except butter and cheese)	32	$71,398	9.7	$6,938	4.0
9	Flour	5	17,676	37.9	6,701	3.9
11	Groceries (except as listed)	59	139,278	16.7	23,298	13.4
	Cereal preparations	5	19,161	30.0	5,757	--
	Extracts and spices	4	1,828	17.8	325	--
	Lard substitutes and cooking fats	33	81,468	4.7	3,868	--
	Nuts (all kinds)	1	8,891	5.3	469	--
	Butter substitutes	19	53,029	.6	303	--
	Pickles, preserves and sauces	6	9,909	21.2	2,097	--
	Rice	1	127	100.0	127	--
	Teas	3	11,244	.4	50	--
	Other	20	51,992	19.8	10,278	--
	Amount not itemized	--	--	--	24	--
12	Meats and meat products	40	76,607	80.3	61,524	35.5
	Lard	36	74,994	3.8	2,848	--
	Meats, fresh	38	76,103	60.9	46,354	--
	Meats, cured and smoked	37	73,773	13.3	9,928	--
	Other	26	47,768	5.0	2,394	--
16	Other food and related products	11	22,614	6.9	1,566	.9
39	Oils, animal and vegetable	10	36,801	3.5	1,287	.7
41	Soaps and toiletries	31	67,862	11.4	7,733	4.4
42	Other chemicals	10	34,731	1.7	581	.3
	Service and other receipts	--	--	--	117	.1
	All other commodities	--	--	--	24,030	13.9
	HARDWARE TRADE (Commodity coverage, 96.0%)	8			2,655	100.0
50	Hardware	8	2,655	100.0	2,655	100.0
	Builders' hardware	2	134	94.0	126	--
	Shelf or light hardware	1	1,756	48.5	852	--
	Tools and cutlery	3	1,957	56.5	1,105	--
	Other	4	648	88.3	572	--
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	16			8,620	100.0
91	Jewelry, silverware, etc.	10	7,045	96.8	6,819	79.1
	Clocks and watches	2	286	100.0	286	--
	Silverware and plated ware	8	6,759	96.6	6,529	--
	Amount not itemized	--	--	--	4	--
96	Optical goods	6	1,575	100.0	1,575	18.3
	All other commodities	--	--	--	226	2.6
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 73.1%)	17			15,667	100.0
40	Paints and varnishes	3	3,720	14.8	550	3.5
70	Brick, tile, and terra cotta	6	672	85.3	573	3.7
87	Building materials (except as listed)	5	8,826	86.1	7,600	48.5
	Service and other receipts	--	--	--	37	.2
	All other commodities	--	--	--	6,907	44.1
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.5%)	151			65,337	100.0
34	Textile products (except as listed)	4	967	37.4	555	.8
36	Automotive parts and accessories	4	5,431	19.7	1,072	1.6
37	Drugs and drug sundries	3	3,978	14.0	556	.9
41	Soaps and toiletries	6	1,154	12.1	140	.2
42	Other chemicals	6	2,965	71.7	2,127	3.3
44	Electrical apparatus and equipment	3	2,943	10.7	316	.5
50	Hardware	3	1,998	53.3	1,065	1.6
51	Plumbing, heating, air-conditioning	3	1,047	62.5	654	1.0
54	Barber and beauty-parlor equipment	4	631	67.8	428	.7
55	Farm machinery and garden equipment	11	12,272	81.7	10,032	15.3
56	Industrial equipment and supplies (except electrical and railroad)	59	23,748	77.3	18,354	28.1
	Belting, mechanical rubber goods, etc.	5	5,350	57.3	3,063	--
	Power transmission equipment	6	2,338	100.0	2,338	--
	Materials-handling equipment	3	360	61.7	222	--
	Metal-working tools	12	5,876	86.9	5,104	--
	Ropes, cordage, and twine	3	810	100.0	810	--
	Other	30	9,014	75.6	6,811	--
	Amount not itemized	--	--	--	6	--
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
57	Industrial machinery (non-electrical)	33	$18,031	74.1	$13,368	20.5
	Construction machinery	3	2,411	98.1	2,364	--
	Machine tools (power driven)	2	1,301	79.6	1,036	--
	Mine, quarry, pump machinery	5	4,502	50.9	2,292	--
	Power plant machinery (except electrical)	3	2,467	36.7	905	--
	Textile machinery	2	373	100.0	373	--
	Other	18	8,494	65.5	5,565	--
	Amount not itemized	--	--	--	833	--
58	Office and store machines and equipment	30	11,356	57.9	6,577	10.1
	Office machines and equipment	20	6,975	72.0	5,022	--
	Store fixtures and equipment	10	4,381	35.5	1,554	--
	Amount not itemized	--	--	--	1	--
60	Surgical, dental, hospital equipment	9	2,673	97.7	2,612	4.0
64	Iron and steel (except scrap)	3	1,613	6.4	103	.1
88	Cameras and supplies	4	1,112	33.5	595	.9
	Service and other receipts	--	--	--	2,355	3.6
	All other commodities	--	--	--	4,428	6.8
	METALS AND METAL WORK TRADE (Commodity coverage, 98.3%)	24			23,363	100.0
50	Hardware	4	7,748	13.6	1,053	4.5
57	Industrial machinery (non-electrical)	3	9,455	1.9	181	.8
63	Copper	3	2,852	10.2	292	1.2
64	Iron and steel (except scrap)	18	18,284	90.8	16,601	71.1
69	Nonferrous metals (except as listed)	4	5,707	34.6	1,977	8.5
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	3,257	13.9
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	24			19,025	100.0
81	Paper goods (boxes, bags, cups, etc.)	12	9,195	57.1	5,248	27.6
82	Paper (printing, board, etc.)	7	9,235	100.0	9,235	48.6
83	Stationery and supplies	6	1,133	87.4	990	5.2
	Service and other receipts	--	--	--	24	.1
	All other commodities	--	--	--	3,528	18.5
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 97.2%)	26			9,167	100.0
51	Plumbing, heating, air-conditioning	26	9,167	96.8	8,873	96.8
	Gas appliances and supplies	3	637	87.9	560	--
	Oil burners	1	35	100.0	35	--
	Fittings, valves, brass goods	10	4,719	63.8	3,013	--
	Plumbing fixtures	6	4,673	24.5	1,146	--
	Stoves, ranges, furnaces (except gas and electric)	13	7,458	55.2	4,114	--
	Amount not itemized	--	--	--	5	--
	All other commodities	--	--	--	294	3.2
	TOBACCO AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	4			4,200	100.0
89	Tobacco products	4	4,200	100.0	4,200	100.0
	Cigars	4	4,200	100.0	4,200	100.0
	ALL OTHER TRADES (Commodity coverage, 94.8%)	33			22,738	100.0
34	Textile products (except as listed)	4	3,103	99.7	3,094	13.6
39	Oils, animal and vegetable	4	601	100.0	601	2.6
78	Books, magazines, sheet music, etc.	3	4,094	100.0	4,094	18.0
84	Woodwork and wood products	4	4,515	84.6	3,819	16.8
93	Leather and cut stock	5	7,512	96.4	7,242	31.9
	Service and other receipts	--	--	--	20	.1
	All other commodities	--	--	--	3,868	17.0
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	4			5,093	100.0
95	Motion picture film rentals	4	5,093	99.1	5,049	99.1
	All other commodities	--	--	--	44	.9
	AUTOMOTIVE TRADE (Commodity coverage, 88.7%)	3			1,241	100.0
36	Automotive parts and accessories	3	1,241	100.0	1,241	100.0
	Batteries	2	837	100.0	837	--
	Amount not itemized	--	--	--	404	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) add 000	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) add 000	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES OFFICES WITHOUT STOCKS (Continued)					
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 100.0%)	22			$18,867	100.0
38	Chemicals, industrial and heavy	4	$12,289	99.2	12,188	64.6
42	Other chemicals	16	9,608	63.4	6,096	32.3
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	581	3.1
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 93.8%)	15			4,198	100.0
27	Clothing and furnishings, men's and boys'	8	1,840	89.1	1,641	39.1
	Furnishings (except shoes)	3	1,058	81.1	858	--
	Suits and overcoats	3	574	100.0	574	--
	Work clothing	2	208	100.0	208	--
	Amount not itemized	--	--	--	1	--
28	Clothing and accessories, women's and children's	7	2,783	89.1	2,462	59.1
	Girls' wear	1	500	40.0	200	--
	Hosiery	1	1,416	100.0	1,416	--
	Underwear, negligees, etc.	1	45	100.0	45	--
	Suits and coats (except fur)	1	175	100.0	175	--
	Other (except shoes and furs)	2	194	100.0	194	--
	Amount not itemized	--	--	--	452	--
	All other commodities	--	--	--	75	1.8
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	5			506	100.0
41	Soaps and toiletries	4	426	100.0	426	84.2
	Toilet preparations (except soaps)	4	426	100.0	426	--
	All other commodities	--	--	--	80	15.8
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 99.1%)	19			9,923	100.0
30	Notions	3	1,798	100.0	1,798	18.1
31	Piece goods	16	8,125	100.0	8,125	81.9
	Cotton goods	5	811	66.1	536	--
	Linens	2	259	9.3	24	--
	Rayons	5	1,368	85.9	1,175	--
	Silks and velvets	3	264	41.7	110	--
	Woolens and worsteds	3	3,981	99.8	3,972	--
	Curtains, draperies, upholsteries	4	1,855	93.4	1,732	--
	Amount not itemized	--	--	--	576	--
	ELECTRICAL GOODS TRADE (Commodity coverage, 100.0%)	17			5,468	100.0
43	Wiring supplies and electrical construction materials	4	2,088	100.0	2,088	38.2
	Interior	2	1,703	100.0	1,703	--
	Outside	1	137	100.0	137	--
	Amount not itemized	--	--	--	248	--
44	Electrical apparatus and equipment	12	3,332	83.4	2,778	50.8
	All other commodities	--	--	--	602	11.0
	FURNITURE AND FURNISHINGS TRADE (Commodity coverage, 100.0%)	22			15,808	100.0
31	Piece goods	4	902	36.7	331	2.1
34	Textile products (except as listed)	3	7,088	27.5	1,946	12.3
47	Furniture, wooden and metal	5	330	93.9	310	2.0
48	House furnishings	10	14,519	76.4	11,089	70.1
	Carpets and rugs	4	11,206	51.0	5,712	--
	Other floor coverings	2	8,768	52.9	4,638	--
	House furnishings (except as listed)	3	147	100.0	147	--
	Amount not itemized	--	--	--	592	--
	All other commodities	--	--	--	2,132	13.5
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.6%)	9			35,033	100.0
11	Groceries (except as listed)	6	25,542	8.9	2,279	6.5
	Extracts and spices	1	15	100.0	15	--
	Lard substitutes and cooking fats	1	24,227	2.8	677	--
	Butter substitutes	1	24,227	1.2	285	--
	Other	3	420	100.0	420	--
	Amount not itemized	--	--	--	882	--
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
	All other commodities	--	--	--	$32,754	93.5
	HARDWARE TRADE (Commodity coverage, 90.4%)	5			2,836	100.0
50	Hardware	5	2,836	99.9	2,833	99.9
	Shelf or light hardware	1	1,631	100.0	1,631	--
	Other	1	339	99.1	336	--
	Amount not itemized	--	--	--	866	--
	All other commodities	--	--	--	3	.1
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	11			929	100.0
91	Jewelry, silverware, etc.	11	929	100.0	929	100.0
	Clocks and watches	2	302	100.0	302	--
	Jewelry	6	386	100.0	386	--
	Silverware and plated ware	1	12	100.0	12	--
	Amount not itemized	--	--	--	229	--
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 99.9%)	27			32,962	100.0
62	Building metal work	3	936	100.0	936	2.8
70	Brick, tile, and terra cotta	4	374	97.6	365	1.1
72	Cement, lime, plaster, stucco	4	5,801	100.0	5,801	17.6
87	Building materials (except as listed)	11	23,661	85.1	20,143	61.1
	All other commodities	--	--	--	5,717	17.4
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 96.2%)	102			87,582	100.0
31	Piece goods	3	432	100.0	432	.5
56	Industrial equipment and supplies (except electrical and railroad)	23	35,871	93.4	33,515	38.3
	Belting, mechanical rubber goods, etc.	1	198	1.0	2	--
	Power transmission equipment	1	505	71.5	218	--
	Metal-working tools	2	1,123	48.4	544	--
	Rope, cordage, and twine	2	704	71.3	502	--
	Other	17	33,541	96.1	32,249	--
57	Industrial machinery (non-electrical)	34	12,028	94.2	11,335	12.9
	Construction machinery	4	1,179	99.6	1,174	--
	Machine tools (power driven)	4	1,518	79.5	1,207	--
	Oil well and refining machinery	3	990	64.9	643	--
	Power plant machinery (except electrical)	9	4,403	87.0	3,831	--
	Other	14	4,475	94.7	4,237	--
	Amount not itemized	--	--	--	243	--
58	Office and store machines and equipment	21	3,356	100.0	3,356	3.8
59	Railroad equipment and supplies	10	7,272	99.5	7,233	8.3
60	Surgical, dental, hospital equipment	3	203	100.0	203	.2
	All other commodities	--	--	--	31,508	36.0
	METALS AND METAL WORK TRADE (Commodity coverage, 92.2%)	30			169,227	100.0
64	Iron and steel (except scrap)	22	150,471	98.6	148,425	87.7
	Iron and steel pipe	10	49,728	6.5	4,230	--
	Seamless steel tubing	3	10,638	33.2	3,533	--
	Pig iron	3	79,780	1.4	1,128	--
	Rough castings and forgings	2	37,149	.4	135	--
	Steel sheet	7	123,792	31.8	39,372	--
	Structural iron and steel	5	83,026	21.1	17,552	--
	Wire fencing	3	26,548	8.0	2,123	--
	Wire and wire rope or cable	2	26,517	62.3	16,519	--
	Other rolled iron and steel	6	103,870	47.0	48,774	--
	Amount not itemized	--	--	--	15,059	--
67	Scrap iron and steel	3	79,780	.4	287	.2
69	Nonferrous metals (except as listed)	5	7,572	92.6	7,013	4.1
	All other commodities	--	--	--	13,502	8.0
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage 97.2%)	23			18,273	100.0
81	Paper goods (boxes, bags, cups, etc.)	7	5,857	87.9	5,150	28.2
82	Paper (printing, board, etc.)	11	13,249	88.5	11,720	64.1
83	Stationery and supplies	7	1,403	100.0	1,403	7.7

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)					
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 88.0%)	13			$1,875	100.0
51	Plumbing, heating, air-conditioning	13	$1,875	96.2	1,804	96.2
	Air-conditioning equipment	2	419	45.6	191	--
	Gas appliances and supplies	2	68	100.0	68	--
	Oil burners	1	58	100.0	58	--
	Fittings, valves, brass goods	4	244	93.9	229	--
	Plumbing fixtures	1	861	91.3	786	--
	Stoves, ranges, furnaces (except gas and electric)	3	1,152	26.5	305	--
	Amount not itemized	--	--	--	167	--
	Service and other receipts	--	--	--	1	.1
	All other commodities	--	--	--	70	3.7
	ALL OTHER TRADES (Commodity coverage, 100.0%)	32			16,647	100.0
78	Books, magazines, sheet music, etc.	17	6,063	100.0	6,063	36.4
93	Leather and cut stock	3	1,182	100.0	1,182	7.1
	All other commodities	-	--	--	9,402	56.5
	BULK TANK STATIONS (PETROLEUM)					
	BULK TANK STATIONS (Commodity coverage, 99.6%)	75			72,328	100.0
36	Automotive parts and accessories	21	33,101	11.0	3,640	5.0
76	Petroleum and its products	75	72,328	89.7	64,893	89.7
	Crude oil	2	3,735	.5	20	--
	Gasoline and naphthas	36	25,927	55.3	14,333	--
	Fuel and gas oils	29	24,608	25.7	6,320	--
	Kerosene	21	20,804	6.7	1,404	--
	Lubricants, automotive	28	19,008	13.7	2,609	--
	Lubricants (except automotive)	13	13,476	6.3	850	--
	Other petroleum products	13	14,739	2.6	387	--
	Amount not itemized	--	--	--	38,970	--
	Service and other receipts	--	--	--	117	.2
	All other commodities	--	--	--	3,678	5.1
	AGENTS AND BROKERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 94.2%)	19			744	100.0
52	Sporting goods	6	255	88.6	226	30.4
53	Toys and games	7	261	55.9	146	19.6
	All other commodities	--	--	--	372	50.0
	AUTOMOTIVE TRADE (Commodity coverage, 100.0%)	24			5,464	100.0
35	Automobiles and motor vehicles	3	3,050	87.7	2,675	48.9
	Commercial vehicles	2	2,604	85.5	2,229	--
	Tractors	1	446	100.0	446	--
36	Automotive parts and accessories	19	4,953	52.9	2,622	48.0
	Other equipment	16	4,012	41.9	1,681	--
	Amount not itemized	--	--	--	941	--
75	Glass (sheet and containers)	3	11	100.0	11	.2
	Service and other receipts	--	--	--	4	.1
	All other commodities	--	--	--	152	2.8
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 97.7%)	5			842	100.0
15	Wines and liquors	5	842	100.0	842	100.0
	Liquors	5	842	100.0	842	--
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 99.9%)	27			4,144	100.0
38	Chemicals, industrial and heavy	6	355	81.7	290	7.0
40	Paints and varnishes	6	913	100.0	913	22.0
42	Other chemicals	19	2,981	97.6	2,909	70.2
	Service and other receipts	--	--	--	2	.1
	All other commodities	--	--	--	30	.7
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 97.3%)	94			$16,083	100.0
27	Clothing and furnishings, men's and boys'	19	$2,514	77.6	1,951	12.1
	Hats and caps	1	110	100.0	110	--
	Furnishings (except shoes)	8	1,300	61.2	796	--
	Suits and overcoats	5	241	79.3	191	--
	Work clothing	3	345	82.6	285	--
	Amount not itemized	--	--	--	569	--
28	Clothing and accessories, women's and children's	63	9,696	94.9	9,197	57.2
	Girls' wear	2	165	75.8	125	--
	Infants' wear	6	942	37.2	350	--
	Dresses	12	2,219	59.4	1,319	--
	Hosiery	6	1,113	59.7	664	--
	Millinery	15	1,210	96.2	1,164	--
	Underwear, negligees, etc.	12	2,193	92.6	2,030	--
	Suits and coats (except fur)	3	1,376	89.0	1,225	--
	Other (except shoes and furs)	9	1,560	47.4	740	--
	Amount not itemized	--	--	--	1,580	--
29	Furs and fur clothing	5	1,179	98.7	1,164	7.2
32	Shoes and other footwear	11	3,594	100.0	3,594	22.4
	Men's and boys' leather	3	509	60.1	306	--
	Women's and children's leather	7	2,583	84.1	2,173	--
	Infants'	1	35	100.0	35	--
	Other	4	1,300	83.1	1,080	--
	Service and other receipts	--	--	--	15	.1
	All other commodities	--	--	--	162	1.0
	COAL AND COKE TRADE (Commodity coverage, 100.0%)	31			31,681	100.0
73	Coal and coke	31	31,681	98.9	31,345	98.9
	Anthracite	4	7,473	63.4	4,735	--
	Bituminous	25	24,842	91.2	22,666	--
	Coke	3	4,914	5.0	245	--
	Amount not itemized	--	--	--	3,699	--
	Service and other receipts	--	--	--	6	--
	All other commodities	--	--	--	330	1.1
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 97.5%)	14			2,574	100.0
37	Drugs and drug sundries	6	1,583	53.4	846	32.9
	Drugs, chemicals, pharmaceuticals	2	658	54.4	358	--
	Proprietary medicines	2	684	56.4	386	--
	Drug sundries (except soap)	1	242	11.6	28	--
	Amount not itemized	--	--	--	74	--
41	Soaps and toiletries	11	2,025	76.9	1,557	60.5
	Toilet articles	3	481	89.6	431	--
	Toilet preparations, except soaps	6	1,050	60.2	632	--
	Amount not itemized	--	--	--	494	--
	All other commodities	--	--	--	171	6.6
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 88.6%)	85			48,940	100.0
27	Clothing and furnishings, men's and boys'	3	333	15.9	53	.1
30	Notions	14	4,617	95.1	4,389	9.0
31	Piece goods	72	44,568	99.6	44,402	90.7
	Cottons	34	32,160	95.1	30,586	--
	Linens	2	222	62.2	138	--
	Rayons	12	2,935	68.9	2,022	--
	Silks and velvets	11	2,559	60.7	1,554	--
	Woolens and worsteds	14	3,935	73.4	2,887	-
	Domestics	4	1,962	15.1	297	--
	Curtains, draperies, upholsteries	7	939	77.8	731	--
	Other	2	218	95.0	207	--
	Amount not itemized	--	--	--	5,980	--
	All other commodities	--	--	--	96	.2
	ELECTRICAL GOODS TRADE (Commodity coverage, 99.6%)	55			6,379	100.0
43	Wiring supplies and electrical construction materials	16	2,556	97.1	2,482	38.9
	Interior	13	2,135	96.2	2,053	--
	Lighting fixtures	2	88	9.1	8	--
	Incandescent lamps	1	162	100.0	162	--
	Amount not itemized	--	--	--	259	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	ELECTRICAL GOODS TRADE (continued)					
44	Electrical apparatus and equipment	11	$803	87.9	$706	11.1
45	Radios, appliances, specialties	30	2,898	95.5	2,768	43.4
	Radios and accessories	15	1,450	92.1	1,335	--
	Electric refrigerators	2	40	40.0	16	--
	Other electrical appliances	11	943	82.8	781	--
	Amount not itemized	--	--	--	656	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	421	6.6
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 98.5%)	102			316,185	100.0
17	Cotton, raw	5	4,816	100.0	4,816	1.5
19	Grains	26	122,923	99.7	122,523	38.8
	Corn	23	112,317	25.4	28,567	--
	Wheat	21	112,027	66.5	74,548	--
	Other	23	87,537	9.9	8,707	--
	Amount not itemized	--	--	--	10,701	--
20	Hides, skins, and raw furs	8	5,118	100.0	5,118	1.9
21	Livestock	57	190,834	94.5	180,444	57.1
25	Other farm products	4	25,174	5.5	1,643	.5
	All other commodities	--	--	--	641	.2
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 97.8%)	120			122,562	100.0
3	Butter and cheese	14	32,425	79.3	25,730	21.0
7	Dairy and poultry products (except butter and cheese)	25	47,439	44.7	21,217	17.3
	Eggs	16	32,773	29.0	9,495	--
	Poultry	12	16,522	44.7	7,392	--
	Amount not itemized	--	--	--	4,330	--
10	Fruits and vegetables	94	76,198	92.8	70,727	57.7
	Fresh fruits	60	51,412	57.9	29,745	--
	Fresh vegetables	72	48,952	75.4	36,921	--
	Amount not itemized	--	--	--	4,061	--
	Service and other receipts	--	--	--	75	.1
	All other commodities	--	--	--	4,813	3.9
	FARM SUPPLIES TRADE (Commodity coverage, 100.0%)	13			6,504	100.0
18	Feed	5	5,200	99.9	3,196	48.4
	Hay, straw, and alfalfa	1	192	97.4	187	--
	Mixed and other	5	5,200	94.0	3,009	--
90	Fertilizer and fertilizer materials	5	2,936	95.2	2,737	41.4
	All other commodities	--	--	--	671	10.2
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage 98.1%)	49			9,741	100.0
31	Piece goods	15	4,131	95.0	3,925	40.3
	Linens	1	312	10.6	33	--
	Domestics	9	2,157	89.5	1,941	--
	Curtains, draperies, upholsteries	8	2,346	83.2	1,951	--
46	China, glassware, and crockery	9	2,008	75.3	1,515	15.5
47	Furniture, wooden and metal	13	1,706	92.8	1,584	16.3
	Household	10	1,529	91.4	1,397	--
	Office and store	2	170	5.9	10	--
	Amount not itemized	--	--	--	177	--
48	House furnishings	15	3,189	76.6	2,436	25.0
	Carpets and rugs	8	1,921	48.5	933	--
	Other floor coverings	5	1,180	82.9	978	--
	House furnishings (except as listed)	7	1,294	40.7	527	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	279	2.9
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 57.6%)	86			$130,588	100.0
4	Canned foods	33	$32,335	45.0	14,536	11.1
	Canned fruits	15	9,655	28.3	2,737	--
	Canned vegetables	16	9,392	38.6	3,622	--
	Canned fish and sea foods	12	8,015	28.1	2,251	--
	Canned meats	2	1,412	7.1	100	--
	Canned milk	5	5,307	13.4	713	--
	Other	5	4,243	24.5	1,038	--
	Amount not itemized	--	--	--	4,075	--
5	Coffee	5	4,955	90.1	4,472	3.4
7	Dairy and poultry products (except butter and cheese)	4	1,171	33.0	387	.3
8	Fish and sea foods	6	628	95.9	602	.5
9	Flour	7	5,424	94.2	5,108	3.9
11	Groceries (except as listed)	26	18,910	84.6	15,005	12.2
	Cereal preparations	1	375	.8	3	--
	Extracts and spices	2	1,058	84.4	895	--
	Nuts (all kinds)	8	5,455	72.4	3,951	--
	Pickles, preserves and sauces	4	764	26.7	204	--
	Other	14	5,998	36.7	2,567	--
	Amount not itemized	--	--	--	8,387	--
12	Meats and meat products	12	45,701	99.1	45,271	34.7
	Lard	3	18,430	42.8	7,895	--
	Meats, fresh	8	24,473	88.7	21,716	--
	Meats, cured or smoked	3	6,958	35.6	2,480	--
	Other	1	11,700	40.0	4,680	--
	Amount not itemized	--	--	--	8,500	--
14	Sugar	12	45,416	94.9	43,105	33.0
15	Other food and related products	3	1,804	28.7	518	.4
	Service and other receipts	--	--	--	114	.1
	All other commodities	--	--	--	470	.4
	HARDWARE TRADE (Commodity coverage, 97.7%)	24			2,095	100.0
50	Hardware	24	2,095	97.3	2,039	97.3
	All other commodities	--	--	--	56	2.7
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	12			1,530	100.0
91	Jewelry, silverware, etc.	12	1,530	91.0	1,395	91.0
	Clocks and watches	2	875	90.8	795	--
	Jewelry	5	480	23.5	115	--
	Precious stones and metals	2	400	11.5	45	--
	Silverware and platedware	5	801	40.2	322	--
	Amount not itemized	--	--	--	117	--
	Service and other receipts	--	--	--	4	.3
	All other commodities	--	--	--	133	8.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 98.9%)	51			7,068	100.0
52	Building metal work	5	328	69.8	229	3.3
71	Building stone, slate, concrete	5	616	32.1	198	2.8
75	Glass (sheet and containers)	8	52	100.0	52	.7
80	Lumber	21	5,821	96.5	5,604	79.5
84	Woodwork and wood products	5	368	100.0	368	5.2
87	Building materials (except as listed)	5	297	41.1	122	1.7
	Service and other receipts	--	--	--	9	.1
	All other commodities	--	--	--	486	6.9
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.8%)	203			23,385	100.0
31	Piece goods	4	656	100.0	656	2.8
34	Textile products (except as listed)	5	1,945	35.1	683	2.9
43	Other chemicals	7	151	27.8	41	.2
47	Furniture, wooden and metal	5	400	20.0	80	.3
60	Hardware	5	402	28.4	114	.5
65	Industrial equipment and supplies (except electrical and railroad)	70	7,882	88.5	5,972	29.8
	Belting, mechanical rubber goods, etc.	11	1,237	52.5	650	--
	Power transmission equipment	1	32	100.0	32	--
	Materials-handling equipment	5	180	100.0	180	--
	Metal-working tools	8	485	79.0	383	--
	Rope, cordage and twine	4	5,875	95.6	5,745	--
	Other	40	1,908	90.1	1,719	--
	Amount not itemized	--	--	--	255	--

(continued on next page)

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CHICAGO, ILLINOIS

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Commodity number	KIND OF BUSINESS AND COMMODITIES SOLD BY EACH	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS Continued					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
57	Industrial machinery (non-electrical)	42	$4,410	97.8	$4,315	18.5
	Construction machinery	5	197	96.4	190	--
	Machine tools (power driven)	8	2,693	98.9	2,664	--
	Mine, quarry, pump machinery	3	37	94.6	35	--
	Power plant machinery (except electrical)	11	735	99.0	728	--
	Textile machinery	2	33	100.0	33	--
	Other	11	631	98.4	621	--
	Amount not itemized	--	--	--	44	--
58	Office and store machines and equipment	16	1,199	99.1	1,188	5.1
	Office machines and equipment	5	154	100.0	154	--
	Store fixtures and equipment	8	855	98.9	846	--
	Amount not itemized	--	--	--	188	--
59	Railroad equipment and supplies	47	7,752	96.5	7,480	32.0
60	Surgical, dental, hospital equipment	8	596	35.1	209	.9
64	Iron and steel (except scrap)	3	206	61.7	127	.5
83	Stationery and supplies	3	55	76.4	42	.2
	Service and other receipts	--	--	--	173	.7
	All other commodities	--	--	--	1,305	5.6
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 97.8%)	24			18,653	100.0
62	Building metal work	3	364	100.0	364	2.0
64	Iron and steel (except scrap)	18	16,693	49.5	8,261	44.3
	Seamless steel tubing	1	200	5.0	10	--
	Pig iron	2	15,522	45.9	7,129	--
	Rough castings and forgings	6	789	68.8	543	--
	Structural iron and steel	2	308	64.6	199	--
	Wire and wire rope or cable	2	18	100.0	18	--
	Other rolled iron and steel	4	84	95.2	80	--
	Amount not itemized	--	--	--	282	--
69	Nonferrous metals (except as listed)	3	4,843	47.4	2,294	12.3
	Service and other receipts	--	--	--	7	--
	All other commodities	--	--	--	7,727	41.4
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	28			7,059	100.0
81	Paper goods (boxes, bags, cups, etc.)	10	5,193	59.1	3,069	43.5
82	Paper (printing, board, etc.)	14	4,333	78.2	3,389	48.0
83	Stationery and supplies	6	1,827	31.5	576	8.1
	All other commodities	--	--	--	25	.4
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	10			7,901	100.0
76	Petroleum and its products	10	7,901	99.5	7,865	99.5
	Service and other receipts	--	--	--	15	.2
	All other commodities	--	--	--	21	.3
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 82.5%)	22			$1,499	100.0
51	Plumbing, heating, air-conditioning	19	$1,289	97.5	1,257	83.9
	Air-conditioning equipment	6	609	74.4	453	--
	Gas appliances and supplies	3	236	43.6	103	--
	Oil burners	1	50	2.0	1	--
	Fittings, valves, brass goods	7	336	67.3	226	--
	Plumbing fixtures	4	136	16.9	23	--
	Stoves, ranges, furnaces (except gas and electric)	6	514	86.8	446	--
	Amount not itemized	--	--	--	5	--
	Service and other receipts	--	--	--	3	.2
	All other commodities	--	--	--	239	15.9
	WASTE MATERIALS TRADE (Commodity coverage, 95.2%)	12			9,485	100.0
67	Scrap iron and steel	8	8,258	100.0	8,258	87.1
92	Junk and scrap (except iron)	4	1,227	100.0	1,227	12.9
	ALL OTHER TRADES (Commodity coverage, 94.7%)	74			48,063	100.0
26	Other farm products	8	4,275	56.8	2,429	5.0
33	Yarns	6	1,374	100.0	1,374	2.8
34	Textile products (except as listed)	6	2,378	27.1	645	1.3
39	Oils, animal and vegetable	13	35,818	98.5	35,269	73.4
78	Books, magazines, sheet music, etc.	12	380	96.1	365	.8
79	Logs, ties, pulpwood	3	1,769	100.0	1,769	3.7
93	Leather and cut stock	10	3,299	100.0	3,299	6.9
94	Luggage, harness, etc.	7	292	92.1	269	.6
	All other commodities	--	--	--	2,644	5.5
	ASSEMBLERS					
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 100.0%)	6			37,899	100.0
21	Livestock	4	26,778	100.0	26,778	70.7
	All other commodities	--	--	--	11,121	29.3
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 90.9%)	9			11,990	100.0
7	Dairy and poultry products (except butter and cheese)	4	4,399	73.4	3,227	26.9
	Eggs	2	1,579	15.4	243	--
	Milk and cream, fluid	3	4,157	67.7	2,815	--
	Poultry	2	1,579	8.8	139	--
	Other	1	1,337	2.2	29	--
	Amount not itemized	--	--	--	1	--
10	Fruit and vegetables	5	7,591	100.0	7,591	63.3
	Fresh fruits	4	7,277	97.4	7,087	--
	Fresh vegetables	2	637	79.1	504	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	1,170	9.8

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 96.8%)	96			$18,772	100.0
46	China, glassware, and crockery	3	$340	10.6	36	.2
52	Sporting goods	28	2,606	86.1	2,244	14.2
53	Toys and games	27	2,043	81.4	1,664	10.6
88	Cameras and supplies	14	8,569	98.8	8,462	53.6
95	Motion picture film rentals	10	1,593	98.6	1,570	10.0
	All other commodities	--	--	--	1,796	11.4
	AUTOMOTIVE TRADE (Commodity coverage, 97.7%)	269			66,701	100.0
35	Automobiles and motor vehicles	23	47,337	91.9	43,524	65.2
	Automobiles, passenger	14	32,210	89.6	28,850	--
	Commercial vehicles	4	4,162	9.2	383	--
	Tractors	1	16	75.0	12	--
	Amount not itemized	--	--	--	14,279	--
36	Automotive parts and accessories	255	57,290	34.0	19,453	29.2
44	Electrical apparatus and equipment	5	1,871	4.8	90	.1
45	Radios, appliances, specialties	10	4,405	31.1	1,370	2.1
50	Hardware	4	674	20.3	137	.2
56	Industrial equipment and supplies (except electrical and railroad)	5	471	20.0	94	.1
76	Petroleum and its products	9	3,273	4.8	157	.2
	Service and other receipts	--	--	--	1,473	2.3
	All other commodities	--	--	--	403	.6
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 92.6%)	219			36,897	100.0
2	Beer and other malt liquors	85	16,475	30.0	4,946	13.4
4	Canned foods	3	4,219	9.2	389	1.1
6	Confectionery and ice cream	4	4,492	1.2	53	.1
10	Fruits and vegetables	3	3,840	3.4	131	.4
11	Groceries (except as listed)	7	4,813	8.6	416	1.1
13	Soft drinks	26	9,464	9.6	909	2.5
15	Wines and liquors	183	33,463	82.7	27,686	75.0
	Liquors	100	19,254	69.9	13,455	--
	Wines	127	19,665	29.3	5,761	--
	Amount not itemized	--	--	--	8,470	--
16	Other food and related products	5	5,178	1.6	83	.2
37	Drugs and drug sundries	3	3,944	1.6	63	.2
89	Tobacco products	6	4,501	5.5	247	.7
	Service and other receipts	--	--	--	145	.4
	All other commodities	--	--	--	1,829	4.9
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 94.7%)	81			10,527	100.0
38	Chemicals, industrial and heavy	12	6,879	59.8	4,112	39.1
39	Oils, animal and vegetable	6	1,565	12.2	191	1.8
40	Paints and varnishes	49	4,690	54.4	2,550	24.2
42	Other chemicals	26	3,200	67.2	2,151	20.4
50	Hardware	6	224	7.6	17	.2
56	Industrial equipment and supplies (except electrical and railroad)	5	4,683	18.3	858	8.2
82	Paper (printing, board, etc.)	17	848	21.7	184	1.7
	Service and other receipts	--	--	--	14	.1
	All other commodities	--	--	--	450	4.3
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 99.1%)	231			28,293	100.0
27	Clothing and furnishings, men's and boys'	63	6,479	91.8	5,946	21.0
	Hats and caps	6	158	79.1	123	--
	Furnishings (except shoes)	41	4,039	86.7	3,600	--
	Suits and overcoats	15	1,574	91.1	1,434	--
	Work clothing	4	607	91.3	463	--
	Amount not itemized	--	--	--	424	--
28	Clothing and accessories, women's and children's	129	15,945	95.1	15,158	53.6
	Girls' wear	8	999	58.2	581	--
	Infants' wear	6	249	46.6	116	--
	Dresses	35	6,901	66.6	4,596	--
	Hosiery	15	1,738	83.0	1,443	--
	Millinery	31	2,152	100.0	2,152	--
	Underwear, negligees, etc.	13	1,608	28.9	464	--
	Suits and coats (except fur)	22	5,377	50.0	2,686	--
	Other (except shoes and furs)	25	2,512	81.5	2,047	--
	Amount not itemized	--	--	--	1,073	--
	CLOTHING AND FURNISHINGS TRADE (continued)					
29	Furs and fur clothing	30	$2,994	100.0	$2,994	10.6
31	Piece goods	9	1,095	17.2	188	.7
32	Shoes and other footwear	28	3,883	93.6	3,635	12.8
	Men's and boys' leather	15	1,478	89.7	883	--
	Men's and boys' rubber	2	55	16.4	9	--
	Women's and children's leather	11	1,228	53.6	658	--
	Women's and children's rubber	2	110	22.7	25	--
	Infants'	3	212	3.8	8	--
	Other	5	2,007	62.8	1,261	--
	Amount not itemized	--	--	--	791	--
46	China, glassware, and crockery	3	568	20.8	118	.4
91	Jewelry, silverware, etc.	4	243	13.1	32	.1
	Service and other receipts	--	--	--	26	.1
	All other commodities	--	--	--	196	.7
	COAL AND COKE TRADE (Commodity coverage, 74.5%)	7			738	100.0
73	Coal and coke	7	738	82.0	605	82.0
	Anthracite	2	151	14.6	22	--
	Bituminous	5	705	66.7	470	--
	Coke	2	159	49.1	78	--
	Amount not itemized	--	--	--	35	--
	Service and other receipts	--	--	--	2	.3
	All other commodities	--	--	--	131	17.7
	DRUGS (FULL LINE) TRADE (Commodity coverage, 90.4%)	7			25,922	100.0
15	Wines and liquors	6	25,613	19.3	3,000	19.3
	Liquors	1	3,001	4.0	120	--
	Wines	1	3,001	2.7	80	--
	Amount not itemized	--	--	--	4,800	--
37	Drugs and drug sundries	7	25,922	68.4	17,741	58.4
	Druggists' rubber goods	2	6,756	5.2	350	--
	Drugs, chemicals, pharmaceuticals	2	6,756	16.1	1,088	--
	Proprietary medicines	2	6,756	26.1	1,764	--
	Drug sundries (except soap)	1	3,001	10.0	300	--
	Toilet articles	3	7,261	6.8	493	--
	Toilet preparations, except soaps	3	7,261	9.2	667	--
	Toilet soaps	1	3,001	6.7	200	--
	Other soaps	1	3,001	6.7	200	--
	Amount not itemized	--	--	--	12,679	--
38	Chemicals, industrial and heavy	3	15,670	7.0	1,098	4.2
	Service and other receipts	--	--	--	196	.8
	All other commodities	--	--	--	1,887	7.3
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 99.2%)	101			7,765	100.0
37	Drugs and drug sundries	61	4,586	92.9	4,258	54.8
	Druggists' rubber goods	6	374	27.0	101	--
	Drugs, chemicals, pharmaceuticals	20	864	80.7	689	--
	Proprietary medicines	17	1,291	87.1	1,125	--
	Drug sundries (except soap)	23	1,691	77.6	1,310	--
	Amount not itemized	--	--	--	1,033	--
41	Soaps and toiletries	46	4,341	71.1	3,086	39.7
	Toilet articles	6	228	58.8	134	--
	Toilet preparations, except soaps	35	3,917	70.8	2,773	--
	Toilet soaps	5	66	9.1	6	--
	Other soaps	8	86	7.0	6	--
	Amount not itemized	--	--	--	166	--
42	Other chemicals	4	219	16.0	35	.5
	Service and other receipts	--	--	--	34	.4
	All other commodities	--	--	--	353	4.6
	DRY GOODS (FULL LINE) TRADE (Commodity coverage, 88.0%)	6			6,749	100.0
27	Clothing and furnishings, men's and boys'	5	5,664	18.4	1,041	18.1
	Hats and caps	3	261	10.3	27	--
	Furnishings (except shoes)	3	331	27.2	90	--
	Suits and overcoats	1	203	14.8	30	--
	Work clothing	2	195	10.4	20	--
	Amount not itemized	--	--	--	874	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales A (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount B (add 000)	Sales of Commodity: Per cent 2/
	FULL-SERVICE AND LIMITED FUNCTION WHOLESALERS (Continued)					
	DRY GOODS (FULL LINE) TRADE (continued)					
28	Clothing and accessories, women's and children's	6	$5,749	17.7	$1,017	17.7
	Girls' wear	1	60	1.7	1	--
	Infants' wear	2	193	1.0	2	--
	Dresses	3	331	6.3	21	--
	Hosiery	4	464	7.1	33	--
	Millinery	1	60	1.7	1	--
	Underwear, negligees, etc.	2	263	4.6	12	--
	Suits and coats (except fur)	2	288	8.7	25	--
	Other (except shoes and furs)	3	348	2.9	10	--
	Amount not itemized	--	--	--	912	--
30	Notions	3	3,345	6.4	341	5.9
31	Piece goods	6	5,749	48.8	2,803	48.8
	Cottons	3	349	22.2	122	--
	Linens	2	263	.4	1	--
	Rayons	3	396	3.5	14	--
	Silks and velvets	3	396	.3	1	--
	Domestics	5	549	8.0	44	--
	Curtains, draperies, upholsteries	4	481	3.2	25	--
	Other	1	60	3.3	2	--
	Amount not itemized	--	--	--	2,594	--
	All other commodities	--	--	--	547	9.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 97.3%)	141			21,948	100.0
27	Clothing and furnishings, men's and boys'	3	83	27.7	23	.1
28	Clothing and accessories, women's and children's	7	806	21.3	172	.8
30	Notions	43	2,822	77.0	2,174	9.9
31	Piece goods	99	19,512	96.2	18,773	85.5
	Cottons	36	6,340	46.3	2,933	--
	Jute fabrics	4	1,826	55.0	1,003	--
	Linens	21	3,581	31.7	1,136	--
	Rayons	21	4,333	38.2	1,657	--
	Silks and velvets	24	5,838	36.8	2,147	--
	Woolens and worsteds	37	6,362	78.1	4,971	--
	Domestics	6	2,349	28.1	659	--
	Curtains, draperies, upholsteries	10	2,668	45.9	1,225	--
	Other	5	828	10.0	83	--
	Amount not itemized	--	--	--	2,957	--
33	Yarns	3	574	27.9	160	.7
34	Textile products (except as listed)	7	837	36.3	304	1.4
	Service and other receipts	--	--	--	33	.2
	All other commodities	--	--	--	309	1.4
	ELECTRICAL GOODS TRADE (Commodity coverage, 99.2%)	149			41,088	100.0
35	Automotive parts and accessories	4	4,432	12.2	559	1.3
43	Wiring supplies and electrical construction materials	76	25,011	47.3	11,818	28.8
	Interior	39	18,274	29.2	5,350	--
	Outside	14	14,790	13.4	1,979	--
	Lighting fixtures	36	17,146	11.3	1,940	--
	Incandescent lamps	32	17,302	10.7	1,847	--
	Amount not itemized	--	--	--	722	--
44	Electrical apparatus and equipment	23	12,654	18.0	2,277	5.5
45	Radios, appliances, specialties	97	36,557	65.2	23,839	58.0
	Radios and accessories	57	28,458	31.8	9,059	--
	Electric refrigerators	29	25,423	33.4	8,496	--
	Other electrical appliances	57	29,340	21.4	6,284	--
51	Plumbing, heating, air-conditioning	3	4,191	14.4	604	1.3
	Service and other receipts	--	--	--	700	1.7
	All other commodities	--	--	--	1,311	3.2
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 98.6%)	67			65,625	100.0
11	Groceries (except as listed)	3	2,256	4.7	104	.2
16	Other food and related products	3	4,546	7.1	308	.6
17	Cotton, raw	7	15,368	97.8	18,026	27.0
19	Grains	15	14,992	89.6	15,440	24.2
	Corn	4	7,893	6.7	623	--
	Wheat	6	10,485	26.7	2,802	--
	Other	13	14,418	69.8	10,039	--
	Amount not itemized	--	--	--	54	--
20	Hides, skins, and raw furs	28	$10,546	97.1	$10,239	18.4
24	Tobacco, leaf	7	94	100.0	94	.2
25	Wool, raw	4	1,735	21.1	365	.6
26	Other farm products	9	7,164	55.8	3,995	7.2
39	Oils, animal and vegetable	4	4,867	8.7	423	.7
	Service and other receipts	--	--	--	137	.2
	All other receipts	--	--	--	11,495	20.7
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 95.4%)	331			91,931	100.0
2	Beer and other malt liquors	5	5,575	8.1	453	.5
3	Butter and cheese	30	24,692	35.0	8,653	9.4
4	Canned foods	7	844	11.4	96	.1
6	Confectionery and ice cream	6	2,819	3.7	103	.1
7	Dairy and poultry products (except butter and cheese)	83	54,320	73.0	25,066	27.3
	Eggs	59	29,175	35.1	10,249	--
	Milk and cream, fluid	15	10,815	86.0	9,295	--
	Poultry	28	14,596	34.4	5,020	--
	Other	4	11,322	4.4	498	--
	Amount not itemized	--	--	--	4	--
10	Fruits and vegetables	438	53,505	98.7	52,796	57.4
	Fresh fruits	272	42,388	62.8	26,619	--
	Fresh vegetables	297	41,396	56.6	23,446	--
	Amount not itemized	--	--	--	2,731	--
11	Groceries (except as listed)	15	15,493	11.8	1,833	2.0
12	Meats and meat products	5	4,240	20.3	859	.9
16	Other food and related products	4	3,181	11.4	363	.4
26	Other farm products	3	929	33.9	315	.4
	Service and other receipts	--	--	--	36	--
	All other commodities	--	--	--	1,358	1.5
	FARM SUPPLIES TRADE (Commodity coverage, 92.3%)	32			16,974	100.0
18	Feed	9	8,117	39.7	3,226	19.0
	Hay, straw and alfalfa	3	444	81.3	361	--
	Mixed and other	4	1,411	23.2	327	--
	Amount not itemized	--	--	--	2,538	--
19	Grains	6	10,034	22.0	2,207	13.0
	Other	5	7,872	14.2	1,121	--
	Amount not itemized	--	--	--	1,086	--
22	Seeds	18	3,436	86.5	2,300	13.6
26	Other farm products	3	2,101	16.7	350	2.1
39	Oils, animal and vegetable	3	8,576	12.8	1,098	6.5
42	Other chemicals	3	1,710	18.0	307	1.8
50	Hardware	3	6,917	7.6	527	3.1
90	Fertilizer and fertilizer materials	9	11,870	32.5	3,862	22.7
	Service and other receipts	--	--	--	277	1.6
	All other commodities	--	--	--	2,820	16.6
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 98.5%)	150			15,665	100.0
31	Piece goods	24	2,007	34.7	1,900	12.1
	Cottons	6	352	18.2	64	--
	Linens	3	395	67.6	267	--
	Rayons	1	26	15.4	4	--
	Domestics	14	1,385	88.0	1,219	--
	Curtains, draperies, upholsteries	7	486	68.3	332	--
	Other	1	35	40.0	14	--
34	Textile products (except as listed)	4	164	49.4	81	.5
43	Radios, appliances, specialties	3	475	5.3	25	.2
46	China, glassware, and crockery	20	1,256	70.9	890	5.7
47	Furniture, wooden and metal	40	7,287	25.4	1,850	11.8
	Household	35	7,048	22.6	1,596	--
	Office and store	6	406	26.1	106	--
	Amount not itemized	--	--	--	148	--
48	House furnishings	59	11,113	72.8	8,094	51.7
	Carpets and rugs	26	9,261	37.9	3,512	--
	Other floor coverings	9	8,433	26.6	2,242	--
	House furnishings (except as listed)	37	10,016	23.4	2,340	--
49	Musical instruments, accessories	12	735	94.6	695	4.4
51	Plumbing, heating, air-conditioning	3	298	44.0	131	.8
	Service and other receipts	--	--	--	41	.3
	All other commodities	--	--	--	1,958	12.5

(continued on next page)

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(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	GENERAL MERCHANDISE TRADE (Commodity coverage, 95.8%)	17			$30,318	100.0
4	Canned foods	8	$21,824	10.5	2,297	7.6
	Canned fruits	2	183	4.4	8	--
	Canned vegetables	2	183	1.1	2	--
	Canned fish and sea foods	6	15,162	3.4	517	--
	Canned meats	2	183	.5	1	--
	Canned milk	1	54	3.7	2	--
	Other	3	2,662	1.4	37	--
	Amount not itemized	--	--	--	1,730	--
5	Coffee	4	6,099	.5	32	.1
8	Fish and sea foods	3	12,493	2.2	277	.9
11	Groceries (except as listed)	7	12,020	7.2	933	3.1
15	Wines and liquors	3	8,547	.7	58	.2
27	Clothing and furnishings, men's and boys'	8	8,816	12.9	1,134	3.7
30	Notions	4	7,787	10.4	813	2.7
31	Piece goods	5	10,787	17.1	1,843	6.1
	Cottons	1	2,635	.2	4	--
	Jute fabrics	1	2,482	42.1	1,045	--
	Silks and woolens	1	2,635	--	1	--
	Domestics	1	430	4.9	21	--
	Amount not itemized	--	--	--	772	--
34	Textile products (except as listed)	3	13,578	3.7	503	1.7
37	Drugs and drug sundries	3	7,899	1.9	150	.5
38	Chemicals, industrial and heavy	3	12,497	.3	40	.1
39	Oils, animal and vegetable	6	20,891	7.4	1,549	5.1
41	Soaps and toiletries	6	8,645	11.4	988	3.2
45	Radios, appliances, specialties	3	6,779	4.4	297	1.0
46	China, glassware, and crockery	6	7,438	7.6	563	1.8
48	House furnishings	8	7,209	7.9	567	1.9
50	Hardware	5	6,863	7.4	509	1.7
51	Plumbing, heating, air-conditioning	4	17,703	.4	74	.2
52	Sporting goods	4	6,245	1.8	111	.4
53	Toys and games	7	8,444	9.2	778	2.6
57	Industrial machinery (non-electrical)	3	12,568	.5	57	.2
64	Iron and steel (except scrap)	4	8,523	2.5	214	.7
69	Nonferrous metals (except as listed)	4	8,945	1.1	95	.3
73	Coal and coke	3	15,716	1.1	178	.6
76	Petroleum and its products	4	12,551	55.1	6,920	22.8
	Crude oil	1	9,804	29.2	2,859	--
	Fuel and gas oils	2	12,439	32.5	4,046	--
	Lubricants, automotive	2	2,693	.6	15	--
80	Lumber	4	15,774	.7	117	.4
83	Stationery and supplies	3	5,694	6.8	388	1.3
	Service and other receipts	--	--	--	242	.8
	All other commodities	--	--	--	8,591	28.3
	GROCERIES (FULL LINE) TRADE (Commodity coverage, 52.8%)	26			34,852	100.0
1	Bakery products	10	7,970	4.2	335	1.0
2	Beer and other malt liquors	13	20,429	2.4	500	1.4
3	Butter and cheese	12	8,908	1.1	101	.3
4	Canned foods	26	34,852	39.7	13,843	39.7
	Canned fruits	18	17,124	11.0	1,878	--
	Canned vegetables	18	17,124	17.2	2,946	--
	Canned fish and sea foods	18	17,124	4.6	786	--
	Canned meats	18	17,124	3.0	522	--
	Canned milk	18	17,124	6.9	1,189	--
	Other	14	15,961	6.7	1,064	--
	Amount not itemized	--	--	--	5,458	--
5	Coffee	25	20,254	4.1	1,245	3.6
6	Confectionery and ice cream	19	26,257	1.9	486	1.4
7	Dairy and poultry products (except butter and cheese)	9	4,542	1.8	84	.2
8	Fish and sea foods	7	8,281	2.4	196	.6
9	Flour	26	34,852	5.9	2,066	5.9
11	Groceries (except as listed)	26	34,852	16.9	5,893	16.9
	Cereal preparations	12	20,274	3.0	609	--
	Extracts and spices	12	20,274	.8	155	--
	Lard substitutes and cooking fats	11	11,422	2.4	275	--
	Nuts (all kinds)	6	5,770	.4	23	--
	Butter substitutes	4	4,140	1.1	47	--
	Pickles, preserves and sauces	11	20,233	2.4	481	--
	Rice	12	20,274	.6	129	--
	Teas	12	11,872	5.1	600	--
	Other	4	11,491	3.6	416	--
	Amount not itemized	--	--	--	3,158	--
	GROCERIES (FULL LINE) TRADE (continued)					
12	Meats and meat products	9	$2,191	5.8	$128	.4
13	Soft drinks	8	16,287	.9	144	.4
14	Sugar	26	34,852	9.4	3,279	9.4
15	Wines and liquors	11	21,880	3.8	838	2.4
16	Other food and related products	4	13,121	14.4	1,888	5.4
41	Soaps and toiletries	8	17,206	3.7	636	1.8
81	Paper goods (boxes, bags, cups, etc.)	4	7,137	3.4	244	.7
89	Tobacco products	8	18,951	12.5	2,375	6.8
	Cigars	3	5,884	.5	29	--
	Cigarettes	2	5,502	5.7	314	--
	Other tobacco products	3	5,756	.6	36	--
	Amount not itemized	--	--	--	1,996	--
	Service and other receipts	--	--	--	339	1.0
	All other commodities	--	--	--	232	.7
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 89.4%)	488			106,197	100.0
1	Bakery products	26	2,105	27.1	571	.5
2	Beer and other malt liquors	20	7,784	11.7	911	.9
3	Butter and cheese	23	6,616	16.2	1,074	1.0
4	Canned foods	92	24,895	29.3	7,285	6.9
	Canned fruits	40	7,298	18.8	1,370	--
	Canned vegetables	42	9,178	20.6	1,890	--
	Canned fish and sea foods	46	11,827	22.4	2,655	--
	Canned meats	32	10,746	3.2	346	--
	Canned milk	19	3,009	3.1	92	--
	Other	38	8,338	7.7	642	--
	Amount not itemized	--	--	--	290	--
5	Coffee	85	37,014	69.7	25,805	24.3
	Green	16	11,019	62.5	6,884	--
	Roasted	56	27,531	65.0	17,887	--
	Amount not itemized	--	--	--	1,034	--
6	Confectionery and ice cream	63	13,957	17.0	2,376	2.2
7	Dairy and poultry products (except butter and cheese)	25	4,762	9.9	471	.4
8	Fish and sea foods	93	16,834	42.1	7,093	6.7
	Fresh fish	40	6,865	58.5	4,014	--
	Cured and processed fish	29	7,970	13.4	1,071	--
	Frozen fish	11	3,742	17.7	662	--
	Other	29	5,040	11.8	596	--
	Amount not itemized	--	--	--	750	--
9	Flour	29	12,102	38.9	4,706	4.4
10	Fruits and vegetables	16	4,234	15.4	653	.6
11	Groceries (except as listed)	234	53,844	50.8	27,334	25.7
	Cereal preparations	13	777	22.4	174	--
	Extracts and spices	67	13,970	19.0	2,652	--
	Lard substitutes and cooking fats	28	7,580	13.5	1,026	--
	Nuts (all kinds)	40	6,512	24.7	1,611	--
	Butter substitutes	3	4,983	19.5	971	--
	Pickles, preserves and sauces	48	13,107	17.6	2,308	--
	Rice	66	15,371	32.5	4,990	--
	Teas	87	18,454	18.3	3,381	--
	Other	85	23,513	43.0	10,105	--
	Amount not itemized	--	--	--	116	--
12	Meats and meat products	106	19,215	80.7	15,501	14.6
	Lard	27	5,866	2.9	170	--
	Meats, fresh	67	14,673	86.9	12,753	--
	Meats, cured or smoked	53	8,954	14.7	1,317	--
	Other	9	1,535	82.1	1,261	--
13	Soft drinks	17	2,154	32.3	695	.7
14	Sugar	28	6,538	25.5	1,666	1.6
15	Wines and liquors	30	13,243	15.8	2,099	2.0
16	Other food and related products	34	2,614	37.8	987	.9
26	Other farm products	8	2,223	7.7	172	.2
31	Piece goods	6	2,849	6.9	197	.2
39	Oils, animal and vegetable	9	1,812	33.8	612	.6
41	Soaps and toiletries	19	3,029	7.9	240	.2
42	Other chemicals	7	3,463	18.2	630	.6
58	Office and store machines and equipment	5	1,027	13.0	133	.1
67	Scrap iron and steel	3	3,271	10.7	349	.3
82	Paper (printing, board, etc.)	4	3,143	27.5	865	.8
89	Tobacco products	15	3,781	15.2	574	.5
90	Fertilizer and fertilizer materials	4	1,649	16.2	266	.3
	Service and other receipts	--	--	--	116	.1
	All other commodities	--	--	--	2,816	2.7

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	HARDWARE TRADE (Commodity coverage, 83.7%)	49			$80,229	100.0
40	Paints and varnishes	5	$9,530	2.2	208	1.0
43	Wiring supplies and electrical construction materials	6	12,978	4.5	578	2.8
45	Radios, appliances, specialties	5	10,588	3.5	367	1.8
46	China, glassware, and crockery	5	9,790	2.4	238	1.2
48	House furnishings	4	9,522	4.7	444	2.2
50	Hardware	48	30,229	38.3	11,793	58.5
	Builders' hardware	30	15,722	11.1	1,748	--
	Heavy hardware	15	16,171	12.2	1,980	--
	Shelf or light hardware	17	15,358	19.6	3,010	--
	Tools and cutlery	20	15,674	9.1	1,428	--
	Wire screening	9	11,333	1.1	119	--
	Other	21	6,652	23.1	1,536	--
	Amount not itemized	--	--	--	1,972	--
51	Plumbing, heating, air-conditioning	9	13,514	6.7	912	4.5
52	Sporting goods	8	14,566	11.5	1,640	8.1
56	Industrial equipment and supplies (except electrical and railroad)	4	7,011	2.3	162	.8
64	Iron and steel (except scrap)	10	15,128	18.7	2,824	14.0
	Iron and steel pipe	5	12,861	2.6	332	--
	Seamless steel tubing	3	10,288	1.1	110	--
	Pig iron	1	3,441	5.0	172	--
	Steel sheet	4	14,051	6.0	847	--
	Structural iron and steel	3	9,084	5.7	520	--
	Wire fencing	5	10,586	.9	97	--
	Wire and wire rope or cable	4	9,690	3.5	321	--
	Other rolled iron and steel	3	3,708	9.2	341	--
	Amount not itemized	--	--	--	84	--
	Service and other receipts	--	--	--	16	.1
	All other commodities	--	--	--	1,047	5.2
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 99.8%)	124			15,091	100.0
91	Jewelry, silverware, etc.	110	12,147	95.6	11,614	77.0
	Clocks and watches	21	4,200	46.2	1,941	--
	Jewelry	60	6,127	43.6	2,673	--
	Precious stones and metals	44	7,305	56.5	4,126	--
	Silverware and plated ware	7	3,865	36.3	1,404	--
	Amount not itemized	--	--	--	1,470	--
96	Optical goods	13	4,629	68.2	3,158	20.9
98	Second-hand merchandise	3	54	55.6	30	.2
	Service and other receipts	--	--	--	24	.2
	All other commodities	--	--	--	265	1.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 91.9%)	112			27,638	100.0
50	Hardware	6	4,072	7.0	287	1.0
51	Plumbing, heating, air-conditioning	3	684	44.3	303	1.1
70	Brick, tile, and terra cotta	3	109	93.6	102	.4
72	Cement, lime, plaster, stucco	9	5,804	33.1	1,924	7.0
75	Glass (sheet and containers)	30	1,826	82.4	1,505	5.4
	Sheet glass	25	1,731	81.5	1,410	--
	Amount not itemized	--	--	--	95	--
79	Logs, ties, pulpwood	3	1,063	10.9	116	.4
80	Lumber	58	21,915	93.1	20,402	73.8
84	Woodwork and wood products	10	1,193	84.4	1,007	3.7
87	Building materials (except as listed)	20	7,081	19.3	1,370	5.0
	Service and other receipts	--	--	--	396	1.4
	All other commodities	--	--	--	226	.8
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 91.7%)	592			57,344	100.0
31	Piece goods	19	2,640	47.3	1,250	2.2
34	Textile products (except as listed)	4	535	37.9	203	.4
36	Automotive parts and accessories	3	150	40.0	60	.1
38	Chemicals, industrial and heavy	3	1,460	33.0	482	.8
40	Paints and varnishes	10	6,846	3.2	217	.4
41	Soaps and toiletries	18	2,241	32.0	717	1.3
42	Other chemicals	21	3,092	34.3	1,061	1.8
43	Wiring supplies and electrical construction materials	6	1,002	23.6	236	.4
45	Radios, appliances, specialties	3	1,175	29.2	343	.6
46	China, glassware, and crockery	3	771	21.8	168	.3
47	Furniture, wooden and metal	3	$285	43.5	$124	.2
50	Hardware	27	3,364	29.8	1,598	2.8
51	Plumbing, heating, air-conditioning	22	11,240	13.2	1,484	2.6
54	Barber and beauty-parlor equipment	21	2,746	91.7	2,517	4.4
55	Farm machinery and garden equipment	16	2,768	92.5	2,560	4.5
56	Industrial equipment and supplies (except electrical and railroad)	114	21,136	50.3	10,630	18.5
	Belting, mechanical rubber goods, etc.	22	3,727	24.9	929	--
	Power transmission equipment	14	1,752	16.7	292	--
	Materials-handling equipment	8	985	28.2	278	--
	Metal-working tools	20	6,982	18.9	1,318	--
	Rope, cordage, and twine	11	3,332	26.7	889	--
	Other	73	15,133	42.6	6,442	--
	Amount not itemized	--	--	--	482	--
57	Industrial machinery (non-electrical)	99	19,316	76.6	14,801	25.8
	Construction machinery	13	3,517	64.6	2,271	--
	Machine tools (power driven)	15	3,884	30.6	1,190	--
	Mine, quarry, pump machinery	21	3,485	38.9	1,355	--
	Oil well and refining machinery	23	10,076	73.9	7,645	--
	Power plant machinery (except electrical)	5	492	37.4	184	--
	Other	40	4,216	45.7	1,925	--
	Amount not itemized	--	--	--	231	--
58	Office and store machines and equipment	56	5,222	87.0	4,341	7.9
	Office machines and equipment	17	1,145	82.1	940	--
	Store fixtures and equipment	35	3,727	84.5	3,143	--
	Amount not itemized	--	--	--	458	--
59	Railroad equipment and supplies	6	1,128	71.8	810	1.4
60	Surgical, dental, hospital equipment	30	4,102	95.1	3,899	6.8
63	Copper	4	5,531	21.4	1,183	2.1
64	Iron and steel (except scrap)	23	10,158	35.2	3,579	6.2
	Iron and steel pipe	11	7,591	20.1	1,523	--
	Seamless steel tubing	4	5,521	6.2	341	--
	Steel sheet	2	798	1.6	13	--
	Structural iron and steel	1	4,115	10.2	419	--
	Wire and wire rope or cable	13	4,266	8.2	349	--
	Other rolled iron and steel	4	4,755	19.1	906	--
	Amount not itemized	--	--	--	28	--
65	Lead (metallic) and zinc	3	4,801	1.5	72	.1
75	Glass (sheet and containers)	12	1,422	88.3	1,255	2.2
81	Paper goods (boxes, bags, cups, etc.)	7	910	16.3	148	.3
84	Woodwork and wood products	4	683	62.4	426	.7
88	Cameras and supplies	5	770	77.7	598	1.0
96	Optical goods	3	519	23.1	120	.2
	Service and other receipts	--	--	--	896	1.6
	All other commodities	--	--	--	1,366	2.4
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 88.7%)	49			8,695	100.0
50	Hardware	9	1,267	20.2	256	3.0
51	Plumbing, heating, air-conditioning	4	1,108	34.1	378	4.4
56	Industrial equipment and supplies (except electrical and railroad)	3	663	15.8	105	1.2
62	Building metal work	6	591	7.8	46	.5
63	Copper	4	839	9.5	80	.9
64	Iron and steel (except scrap)	40	8,567	88.8	7,609	87.5
	Iron and steel pipe	8	1,537	40.3	620	--
	Seamless steel tubing	3	1,096	15.5	170	--
	Pig iron	1	231	57.1	132	--
	Steel sheet	11	3,507	42.9	1,420	--
	Structural iron and steel	9	2,309	34.2	789	--
	Wire fencing	7	1,967	16.3	320	--
	Wire and wire rope or cable	10	2,662	23.2	617	--
	Other rolled iron and steel	15	3,627	24.7	895	--
	Amount not itemized	--	--	--	2,646	--
	Service and other receipts	--	--	--	47	.5
	All other commodities	--	--	--	174	2.0
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 98.9%)	83			15,176	100.0
40	Paints and varnishes	4	452	15.3	69	.5
50	Hardware	5	700	15.6	109	.7
56	Industrial equipment and supplies (except electrical and railroad)	9	5,277	6.2	327	2.1
81	Paper goods (boxes, bags, cups, etc.)	56	9,473	57.3	5,450	35.9

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	PAPER AND ITS PRODUCTS TRADE (continued)					
82	Paper (printing, board, etc.)	35	$8,476	77.5	$6,570	43.3
	Cardboard and paper board	12	5,142	15.2	678	--
	Uncoated book, newsprint	14	5,681	64.2	3,646	--
	Wall paper	7	505	61.0	308	--
	Amount not itemized	--	--	--	1,938	--
83	Stationery and supplies	26	4,117	56.0	2,304	15.2
	Service and other receipts	--	--	--	20	.1
	All other commodities	--	--	--	327	2.2
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 96.6%)	21			3,927	100.0
76	Petroleum and its products	21	3,927	99.0	3,888	99.0
	Crude oil	1	6	100.0	6	--
	Gasoline and napthas	4	771	36.2	279	--
	Fuel and gas oils	1	230	30.0	69	--
	Kerosene	4	764	47.6	364	--
	Lubricants, automotive	10	2,532	72.1	1,825	--
	Lubricants (except automotive)	2	261	14.9	39	--
	Other petroleum products	4	524	88.5	464	--
	Amount not itemized	--	--	--	842	--
	Service and other receipts	--	--	--	15	.4
	All other commodities	--	--	--	24	.6
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 97.1%)	63			9,032	100.0
43	Wiring supplies and electrical construction materials	4	1,026	26.7	274	3.0
45	Radios, appliances, specialties	4	1,451	5.2	75	.8
51	Plumbing, heating, air-conditioning	63	9,052	81.1	7,320	81.1
	Air-conditioning equipment	7	739	9.5	70	--
	Gas appliances and supplies	20	3,752	25.4	948	--
	Oil burners	2	328	7.3	24	--
	Fittings, valves, brass goods	33	5,912	48.4	2,864	--
	Plumbing fixtures	24	4,987	52.0	2,593	--
	Stoves, ranges, furnaces (except gas and electric)	11	2,008	14.6	294	--
	Amount not itemized	--	--	--	527	--
56	Industrial equipment and supplies (except electrical and railroad)	3	668	1.5	9	.1
63	Copper	3	1,394	2.2	30	.3
64	Iron and steel (except scrap)	15	3,363	33.8	1,138	12.6
	Iron and steel pipe	14	3,307	28.0	925	--
	Steel sheet	3	1,394	15.3	213	--
65	Lead (metallic) and zinc	3	631	2.2	14	.2
	Service and other receipts	--	--	--	120	1.3
	All other commodities	--	--	--	52	.6
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 99.1%)	42			49,487	100.0
2	Beer and other malt liquors	11	10,366	2.3	239	.5
60	Confectionery and ice cream	31	17,351	14.4	2,532	5.1
	Candy	28	16,289	11.1	1,801	--
	Chewing gum	21	13,940	2.8	389	--
	Other	1	42	2.4	1	--
	Amount not itemized	--	--	--	341	--
13	Soft drinks	10	10,458	.2	28	.1
15	Wines and liquors	12	9,652	16.2	1,561	3.2
89	Tobacco products	42	49,487	90.9	45,005	90.9
	Cigars	39	49,325	8.1	3,977	--
	Cigarettes	35	49,194	70.4	34,630	--
	Other tobacco products	33	47,695	13.1	6,261	--
	Amount not itemized	--	--	--	137	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	122	.2
	WASTE MATERIAL TRADE (Commodity coverage, 99%)	87			10,044	100.0
67	Scrap iron and steel	41	5,987	37.6	2,254	22.5
69	Nonferrous metals (except as listed)	4	855	48.1	315	3.1
91	Jewelry, silverware, etc.	8	493	100.0	493	4.9
92	Junk and scrap (except iron)	50	7,089	81.2	5,758	57.3
98	Second-hand merchandise	3	17	100.0	17	.2
	Service and other receipts	--	--	--	8	.1
	All other commodities	--	--	--	1,199	11.9
	ALL OTHER TRADES (Commodity coverage, 99.2%)	382			19,180	100.0
26	Other farm products	241	$2,435	100.0	2,435	12.7
28	Clothing and accessories, woman's and children's	4	158	86.1	136	.7
33	Yarns	5	515	98.2	504	2.6
34	Textile products (except as listed)	23	4,664	96.2	4,487	23.4
39	Oils, animal and vegetable	4	292	57.5	168	.9
78	Books, magazines, sheet music, etc.	22	4,902	96.8	4,745	24.7
83	Stationery and supplies	3	156	12.8	20	.1
84	Woodwork and wood products	29	2,649	88.3	2,340	12.2
93	Leather and cut stock	22	2,319	63.7	1,478	7.7
94	Luggage, harness, etc.	6	125	53.6	67	.4
98	Second-hand merchandise	5	102	96.1	98	.5
	Service and other receipts	--	--	--	145	.8
	All other commodities	--	--	--	2,557	13.3
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	21			10,406	100.0
32	Shoes and other footwear	3	985	1.8	18	.2
52	Sporting goods	9	2,114	91.3	1,931	18.6
53	Toys and games	3	747	13.0	97	.9
88	Cameras and supplies	5	5,146	99.1	5,101	49.0
95	Motion picture film rentals	6	3,050	98.6	3,007	28.9
	All other commodities	--	--	--	252	2.4
	AUTOMOTIVE TRADE (Commodity coverage, 99.9%)	51			55,595	100.0
35	Automobiles and motor vehicles	16	36,239	78.0	23,281	50.9
	Automobiles, passenger	3	25,659	74.3	19,071	--
	Commercial vehicles	9	22,698	28.7	6,517	--
	Tractors	2	3,156	53.9	1,701	--
	Amount not itemized	--	--	--	992	--
36	Automotive parts and accessories	47	51,834	37.2	19,262	34.6
	Batteries	13	30,632	2.0	599	--
	Tires and tubes	67	18,086	77.0	13,930	--
	Other equipment	34	49,742	8.3	4,128	--
	Amount not itemized	--	--	--	605	--
56	Industrial equipment and supplies (except electrical and railroad)	8	12,889	11.3	1,460	2.6
93	Leather and cut stock	3	3,191	6.3	202	.4
	Service and other receipts	--	--	--	3,010	5.4
	All other commodities	--	--	--	3,380	6.1
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 94.4%)	36			28,611	100.0
2	Beer and other malt liquors	11	6,688	92.6	6,195	21.6
13	Soft drinks	6	8,123	5.0	245	.9
15	Wines and liquors	25	21,923	99.4	21,794	76.2
	Liquors	17	20,953	95.0	19,496	--
	Wines	10	2,453	95.7	2,298	--
	Service and other receipts	--	--	--	7	--
	All other commodities	--	--	--	370	1.3
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 98.8%)	56			14,520	100.0
38	Chemicals, industrial and heavy	4	1,900	49.5	941	6.5
39	Oils, animal and vegetable	9	6,987	5.2	361	2.5
40	Paints and varnishes	24	9,695	66.1	6,405	44.1
42	Other chemicals	17	7,972	70.1	5,589	38.5
50	Hardware	9	5,727	3.0	169	1.2
52	Sporting goods	3	2,060	8.2	168	1.1
82	Paper (printing, board, etc.)	8	4,991	.8	41	.3
87	Building materials (except as listed)	4	3,400	1.1	37	.3
	Service and other receipts	--	--	--	66	.4
	All other commodities	--	--	--	743	5.1
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 99.2%)	50			17,705	100.0
27	Clothing and furnishings, men's and boys'	30	11,067	91.4	10,118	57.1
	Furnishings (except shoes)	22	8,525	85.8	7,315	--
	Suits and overcoats	4	714	100.0	714	--
	Work clothing	6	2,433	85.6	2,083	--

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS SALES BRANCHES (WITH STOCKS) (Continued)					
	CLOTHING AND FURNISHINGS TRADE (continued)					
28	Clothing and accessories, women's and children's	19	$6,418	96.0	$6,159	34.8
	Girls' wear	3	408	30.6	125	--
	Infants' wear	2	167	33.5	56	--
	Dresses	2	92	96.7	89	--
	Hosiery	8	4,394	77.0	3,382	--
	Underwear, negligees, etc.	9	2,716	62.7	1,703	--
	Suits and coats (except fur)	1	4	75.0	3	--
	Other (except shoes and furs)	4	2,354	5.7	135	--
	Amount not itemized	--	--	--	666	--
32	Shoes and other footwear	4	1,335	92.7	1,236	7.0
	Men's and boys' leather	2	884	92.3	816	--
	Infants'	1	466	14.6	68	--
	Amount not itemized	--	--	--	352	--
	All other commodities	--	--	--	198	1.1
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 93.9%)	25			7,525	100.0
37	Drugs and drug sundries	19	6,572	99.2	6,519	86.6
	Drugs, chemicals, pharmaceuticals	9	3,734	98.2	3,668	--
	Proprietary medicines	7	1,659	99.7	1,634	--
	Drug sundries (except soap)	3	327	95.7	313	--
	Amount not itemized	--	--	--	904	--
41	Soaps and toiletries	7	2,104	45.9	966	12.8
	Toilet preparations, except soaps	7	2,104	45.5	957	--
	Other soaps	1	1,151	.8	9	--
	All other commodities	--	--	--	40	.6
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 99.6%)	30			8,104	100.0
30	Notions	8	2,263	88.6	2,006	24.8
31	Piece goods	20	5,521	93.5	5,160	63.6
	Cottons	8	2,690	66.4	1,787	--
	Rayons	11	1,973	49.6	978	--
	Silks and velvets	11	2,336	54.9	1,282	--
	Curtains, draperies, upholsteries	1	382	100.0	382	--
	Amount not itemized	--	--	--	731	--
33	Yarns	3	1,692	14.7	249	3.1
78	Books, magazines, sheet music, etc.	1	171	12.3	21	.3
81	Paper goods (boxes, bags, cups, etc.)	2	320	93.4	299	3.7
	Service and other receipts	--	--	--	29	.3
	All other commodities	--	--	--	340	4.2
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.9%)	34			18,228	100.0
36	Automotive parts and accessories	5	969	38.1	369	2.0
43	Wiring supplies and electrical construction material	11	9,951	39.2	3,897	21.4
	Interior	3	1,118	87.6	979	--
	Outside	2	221	71.5	158	--
	Lighting fixtures	3	5,716	1.2	66	--
	Incandescent lamps	3	2,896	93.0	2,694	--
44	Electrical apparatus and equipment	17	13,451	79.1	10,638	58.4
45	Radios, appliances, specialties	14	6,921	43.4	3,001	16.5
	Radios and accessories	1	225	51.6	116	--
	Electric refrigerators	3	5,727	27.1	1,553	--
	Other electrical appliances	12	6,671	20.0	1,332	--
51	Plumbing, heating, air-conditioning	3	5,787	1.9	112	.6
	Service and other receipts	--	--	--	76	.4
	All other commodities	--	--	--	135	.7
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 100.0%)	18			4,608	100.0
34	Textile products (except as listed)	3	1,623	2.6	42	.9
47	Furniture, wooden and metal	10	2,481	99.8	2,477	53.8
	Household	7	2,164	99.8	2,160	--
	Office and store	3	317	100.0	317	--
48	House furnishings	7	2,104	97.4	2,050	44.5
	Carpets and rugs	4	1,842	98.8	1,819	--
	House furnishings (except as listed)	3	262	88.2	231	--
	All other commodities	--	--	--	39	.8
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 90.3%)	71			$151,619	100.0
1	Bakery products	5	$3,468	86.4	2,997	2.0
3	Butter and cheese	5	11,852	26.2	3,111	2.0
4	Canned foods	20	38,655	59.1	22,854	15.1
	Canned fruits	7	12,200	34.7	4,236	--
	Canned vegetables	5	11,616	22.8	2,651	--
	Canned fish and sea foods	7	20,064	39.6	7,951	--
	Canned meats	7	17,191	11.3	1,951	--
	Canned milk	6	13,610	22.9	3,116	--
	Other	7	14,484	8.9	1,291	--
	Amount not itemized	--	--	--	1,658	--
5	Coffee	9	16,316	40.0	6,531	4.3
6	Confectionery and ice cream	12	7,176	54.8	3,934	2.6
7	Dairy and poultry products (except butter and cheese)	4	10,520	21.1	2,216	1.5
9	Flour	7	15,587	53.5	8,303	5.5
11	Groceries (except as listed)	36	56,715	42.2	23,929	15.8
	Cereal preparations	12	19,841	25.7	5,103	--
	Extracts and spices	3	628	22.8	143	--
	Lard substitutes and cooking fats	8	20,455	39.5	8,033	--
	Nuts (all kinds)	3	5,415	5.3	289	--
	Butter substitutes	3	9,503	3.4	326	--
	Pickles, preserves and sauces	5	9,195	33.2	3,049	--
	Teas	4	6,876	.8	55	--
	Other	15	19,852	34.9	6,951	--
12	Meats and meat products	6	12,031	100.0	12,031	7.9
	Lard	4	10,520	4.0	422	--
	Meats, fresh	5	11,852	41.1	4,877	--
	Meats, cured or smoked	5	11,852	54.9	6,510	--
	Other	3	9,503	12.4	222	--
18	Feed	4	10,071	15.6	1,570	1.0
39	Oils, animal and vegetable	5	16,320	4.6	744	.5
41	Soaps and toiletries	10	20,245	31.6	6,398	4.2
	Toilet soaps	7	16,016	8.7	1,386	--
	Other soaps	10	20,245	24.8	5,012	--
	Service and other receipts	--	--	--	890	.6
	All other commodities	--	--	--	56,111	37.0
	HARDWARE TRADE (Commodity coverage, 100.0%)	8			775	100.0
50	Hardware	8	775	97.8	758	97.8
	Builders' hardware	2	34	100.0	34	--
	Shelf or light hardware	3	560	60.5	339	--
	Tools and cutlery	2	416	52.6	219	--
	Other	1	117	100.0	117	--
	Amount not itemized	--	--	--	49	--
	All other commodities	--	--	--	17	2.2
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	14			3,134	100.0
91	Jewelry, silverware, etc.	7	1,967	98.9	1,946	62.1
	Clocks and watches	1	15	100.0	15	--
	Silverware and plated ware	6	1,952	98.9	1,931	--
96	Optical goods	7	1,167	100.0	1,167	37.2
	All other commodities	--	--	--	21	.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 76.8%)	21			4,398	100.0
70	Brick, tile and terra cotta	9	839	100.0	839	19.1
72	Cement, lime, plaster, stucco	3	363	100.0	365	8.2
87	Building materials (except as listed)	6	2,665	73.4	1,955	44.5
	All other commodities	--	--	--	1,241	28.2
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.9%)	183			31,422	100.0
31	Piece goods	4	532	50.8	270	.9
37	Drugs and drug sundries	3	139	83.5	116	.4
40	Paints and varnishes	4	1,550	2.1	32	.1
41	Soaps and toiletries	7	1,345	17.4	234	.7
42	Other chemicals	8	648	53.1	344	1.1
44	Electrical apparatus and equipment	5	2,315	11.0	255	.8

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
45	Radios, appliances, specialties	3	$1,501	5.0	$75	.2
50	Hardware	4	390	40.0	156	.5
55	Farm machinery and garden equipment	9	4,219	62.5	2,635	8.4
56	Industrial equipment and supplies (except electrical and railroad)	60	8,777	82.7	7,255	23.1
	Belting, mechanical rubber goods, etc.	7	1,288	100.0	1,288	--
	Power transmission equipment	11	1,245	98.9	1,231	--
	Materials-handling equipment	3	140	24.3	34	--
	Metal-working tools	5	743	86.5	643	--
	Rope, cordage, and twine	1	351	8.0	28	--
	Other	33	3,792	75.5	2,864	--
	Amount not itemized	--	--	--	1,167	--
57	Industrial machinery (non-electrical)	46	9,823	79.6	7,823	24.9
	Construction machinery	7	1,226	95.0	1,165	--
	Machine tools (power driven)	2	122	100.0	122	--
	Mine, quarry, pump machinery	5	3,609	63.9	2,306	--
	Oil well and refining machinery	5	868	79.1	687	--
	Power plant machinery (except electrical)	4	1,638	29.7	487	--
	Textile machinery	2	152	71.1	108	--
	Other	25	3,887	75.8	2,948	--
58	Office and store machines and equipment	41	8,422	67.8	5,707	18.2
	Office machines and equipment	29	5,507	76.0	4,186	--
	Store fixtures and equipment	11	2,704	48.6	1,313	--
	Amount not itemized	--	--	--	208	--
60	Surgical, dental, hospital equipment	14	2,007	98.3	1,972	6.3
64	Iron and steel (except scrap)	4	523	47.2	247	.8
	Service and other receipts	--	--	--	1,629	5.2
	All other commodities	--	--	--	2,672	8.5
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 99.4%)	28			36,000	100.0
50	Hardware	3	936	9.3	87	.2
63	Copper	5	27,748	6.6	1,832	5.1
64	Iron and steel (except scrap)	21	30,884	99.0	30,566	84.9
	Iron and steel pipe	3	24,569	12.4	3,040	--
	Seamless steel tubing	4	31,230	3.6	1,130	--
	Pig iron	2	24,160	1.0	234	--
	Rough castings and forgings	2	24,160	4.0	957	--
	Steel sheet	3	25,289	2.9	733	--
	Structural iron and steel	6	25,159	57.0	14,345	--
	Wire fencing	8	26,002	2.7	711	--
	Wire and wire rope or cable	8	26,123	8.6	2,259	--
	Other rolled iron and steel	10	26,327	19.0	5,014	--
	Amount not itemized	--	--	--	2,143	--
69	Nonferrous metals (except as listed)	5	2,630	69.2	1,821	5.1
	All other commodities	--	--	--	1,694	4.7
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	27			13,900	100.0
81	Paper goods (boxes, bags, cups, etc.)	11	9,922	51.3	5,092	36.6
82	Paper (printing, board, etc.)	7	11,082	60.6	6,711	48.3
	Uncoated book, newsprint	4	8,709	49.8	4,336	--
	Amount not itemized	--	--	--	2,375	--
83	Stationery and supplies	13	8,684	15.3	1,328	9.6
	Service and other receipts	--	--	--	86	.6
	All other commodities	--	--	--	683	4.9
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	4			1,865	100.0
76	Petroleum and its products	4	1,865	100.0	1,865	100.0
	Lubricants, automotive	2	1,600	83.8	1,340	--
	Lubricants (except automotive)	2	1,600	16.3	260	--
	Other petroleum products	2	265	100.0	265	--
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 100.0%)	23			$7,133	100.0
51	Plumbing, heating, air-conditioning	23	$7,133	71.5	5,100	71.5
	Air-conditioning equipment	3	150	12.0	18	--
	Gas appliances and supplies	5	2,453	33.6	824	--
	Oil burners	1	12	100.0	12	--
	Fittings, valves, brass goods	8	4,833	37.3	1,804	--
	Plumbing fixtures	10	4,918	34.4	1,694	--
	Stoves, ranges, furnaces (except gas and electric)	6	984	76.0	748	--
64	Iron and steel (except scrap)	3	3,826	46.3	1,770	24.8
	Iron and steel pipe	3	3,826	46.1	1,764	--
	Seamless steel tubing	1	1,575	.4	6	--
	All other commodities	--	--	--	263	3.7
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 100.0%)	6			40,021	100.0
89	Tobacco products	6	40,021	99.8	39,944	99.8
	Cigars	4	24,643	13.4	3,290	--
	Cigarettes	3	36,734	86.2	31,654	--
	Other tobacco products	3	36,734	13.6	5,000	--
	All other commodities	--	--	--	77	.2
	ALL OTHER TRADES (Commodity coverage, 89.4%)	29			6,945	100.0
39	Oils, animal and vegetable	3	244	100.0	244	3.5
78	Books, magazines, sheet music, etc.	6	1,928	88.9	1,714	24.7
84	Woodwork and wood products	5	4,008	99.7	3,996	57.5
93	Leather and cut stock	3	156	26.9	42	.6
94	Luggage, harness, etc.	3	182	44.5	81	1.2
	Service and other receipts	--	--	--	15	.2
	All other commodities	--	--	--	853	12.3
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	8			7,105	100.0
95	Motion picture film rentals	8	7,105	99.1	7,042	99.1
	All other commodities	--	--	--	63	.9
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 85.7%)	3			2,961	100.0
15	Wines and liquors	3	2,961	100.0	2,961	100.0
	Liquors	3	2,961	100.0	2,961	--
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 85.0%)	11			7,512	100.0
38	Chemicals, industrial and heavy	3	2,837	83.9	2,379	31.7
42	Other chemicals	9	7,438	68.9	5,125	68.2
	All other commodities	--	--	--	8	.1
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 100.0%)	11			1,974	100.0
27	Clothing and furnishings, men's and boys'	7	887	64.4	571	28.9
	Hats and caps	2	325	2.2	7	--
	Furnishings (except shoes)	2	377	100.0	377	--
	Suits and overcoats	2	140	100.0	140	--
	Work clothing	1	45	100.0	45	--
	Amount not itemized	--	--	--	2	--
28	Clothing and accessories, women's and children's	6	1,412	99.4	1,403	71.1
	Girls' wear	2	325	26.2	85	--
	Infants' wear	2	325	53.8	175	--
	Dresses	1	21	100.0	21	--
	Hosiery	1	875	100.0	875	--
	Underwear, negligees, etc.	1	68	100.0	68	--
	Other	2	325	17.8	58	--
	Amount not itemized	--	--	--	121	--
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	5			452	100.0
41	Soaps and toiletries	5	452	100.0	452	100.0
	Toilet articles	1	3	66.7	2	--
	Toilet preparations (except soaps)	4	380	99.5	378	--
	Amount not itemized	--	--	--	72	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

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Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)					
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	14			$2,369	100.0
31	Piece goods	11	$2,197	100.0	2,197	92.7
	Cottons	4	1,643	88.8	1,459	--
	Linens	2	377	2.1	8	--
	Rayons	3	442	55.0	243	--
	Silks and velvets	2	250	100.0	250	--
	Woolens and worsteds	1	36	100.0	36	--
	Curtains, draperies, upholsteries	2	106	100.0	106	--
	Amount not itemized	--	--	--	95	--
	All other commodities	--	--	--	172	7.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 100.0%)	13			2,537	100.0
43	Wiring supplies and electrical construction materials	6	1,524	83.3	1,270	50.1
	Interior	4	1,136	84.6	961	--
	Lighting fixtures	1	120	33.3	40	--
	Amount not itemized	--	--	--	269	--
44	Electrical apparatus and equipment	6	650	77.7	505	19.9
	All other commodities	--	--	--	762	30.0
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 100.0%)	13			3,899	100.0
47	Furniture, wooden and metal	5	302	100.0	302	7.7
	Household	3	222	100.0	222	--
	Office and store	2	80	100.0	80	--
48	House furnishings	6	3,503	100.0	3,503	89.9
	Carpets and rugs	4	2,265	100.0	2,265	--
	Other floor coverings	1	1,128	100.0	1,128	--
	House furnishings (except as listed)	1	110	100.0	110	--
	All other commodities	--	--	--	94	2.4
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	11			32,662	100.0
11	Groceries (except as listed)	6	28,225	8.3	2,330	7.1
	Cereal preparations	1	783	100.0	783	--
	Other	4	26,713	3.1	817	--
	Amount not itemized	--	--	--	730	--
	All other commodities	--	--	--	30,332	92.9
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	7			292	100.0
91	Jewelry, silverware, etc.	7	292	100.0	292	100.0
	Clocks and watches	1	18	100.0	18	--
	Jewelry	3	123	100.0	123	--
	Silverware and plated ware	1	55	100.0	55	--
	Amount not itemized	--	--	--	96	--
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 98.5%)	18			8,226	100.0
72	Cement, lime, plaster, stucco	4	1,257	40.3	507	6.2
87	Building materials (except as listed)	6	3,909	99.0	3,869	47.0
	Service and other receipts	--	--	--	40	.5
	All other commodities	--	--	--	3,810	46.3
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 81.3%)	42			41,599	100.0
56	Industrial equipment and supplies (except electrical and railroad)	8	28,057	100.0	28,057	67.4
	Belting, mechanical rubber goods, etc.	1	50	12.0	6	--
	Power transmission equipment	2	186	14.0	26	--
	Other	7	28,025	100.0	28,025	--
57	Industrial machinery (non-electrical)	20	2,884	97.1	2,800	6.7
	Construction machinery	3	466	100.0	466	--
	Mine, quarry, pump machinery	2	148	47.3	70	--
	Oil well and refining machinery	1	170	100.0	170	--
	Power plant machinery (except electrical)	6	833	84.6	705	--
	Other	9	1,114	86.4	962	--
	Amount not itemized	--	--	--	427	--
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
58	Office and store machines and equipment	4	$228	100.0	$228	.6
59	Railroad equipment and supplies	3	287	100.0	287	.7
	Service and other receipts	--	--	--	9	--
	All other commodities	--	--	--	10,218	24.6
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 90.4%)	17			26,591	100.0
64	Iron and steel (except scrap)	12	22,762	97.5	22,202	83.5
	Iron and steel pipe	5	6,797	57.2	3,889	--
	Seamless steel tubing	2	2,524	58.4	1,473	--
	Steel sheet	2	2,524	1.5	38	--
	Structural iron and steel	3	5,519	4.5	250	--
	Wire and wire rope or cable	2	2,524	.4	10	--
	Other rolled iron and steel	3	6,519	10.4	676	--
	Amount not itemized	--	--	--	15,966	--
69	Nonferrous metals (except as listed)	3	1,541	100.0	1,541	5.8
	All other commodities	--	--	--	2,848	10.7
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 98.3%)	21			18,923	100.0
81	Paper goods (boxes, bags, cups, etc.)	12	15,330	30.1	4,618	24.4
82	Paper (printing, board, etc.)	4	13,370	98.3	13,141	69.5
	Uncoated book, newsprint	3	13,128	98.3	12,899	--
	Amount not itemized	--	--	--	242	--
83	Stationery and supplies	6	803	100.0	803	4.2
	Service and other receipts	--	--	--	216	1.1
	All other commodities	--	--	--	145	.8
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 100.0%)	7			241	100.0
51	Plumbing, heating, air-conditioning	7	241	100.0	241	100.0
	Air-conditioning equipment	1	18	100.0	18	--
	Gas appliances and supplies	2	64	98.4	63	--
	Oil burners	1	34	100.0	34	--
	Fittings, valves, brass goods	1	13	100.0	13	--
	Amount not itemized	--	--	--	113	--
	ALL OTHER TRADES (Commodity coverage, 100.0%)	21			3,200	100.0
78	Books, magazines, sheet music, etc.	7	1,255	100.0	1,255	39.2
94	Luggage, harness, etc.	3	1,054	92.7	977	30.5
	All other commodities	--	--	--	968	30.3
	BULK TANK STATIONS					
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 96.6%)	80			63,123	100.0
76	Petroleum and its products	80	63,123	99.9	63,067	99.9
	Gasoline and naphtha	47	48,236	62.0	29,914	--
	Fuel and gas oils	31	40,291	30.0	12,106	--
	Kerosene	34	33,395	.9	304	--
	Lubricants, automotive	41	39,272	8.5	3,323	--
	Lubricants (except automotive)	25	25,402	4.0	1,026	--
	Other petroleum products	26	34,783	9.8	3,396	--
	Amount not itemized	--	--	--	12,998	--
	Service and other receipts	--	--	--	52	.1
	All other commodities	--	--	--	4	--
	AGENTS AND BROKERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	32			4,083	100.0
52	Sporting goods	9	1,475	91.9	1,356	33.2
53	Toys and games	12	1,252	93.2	1,167	28.6
95	Motion picture film rentals	8	577	99.8	576	14.1
	All other commodities	--	--	--	984	24.1

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	AUTOMOTIVE TRADE (Commodity coverage, 98.1%)	53			$4,626	100.0
35	Automobiles and motor vehicles	6	$1,616	97.3	1,573	34.0
	Automobiles, passenger	3	1,389	98.3	1,365	--
	Commercial vehicles	1	28	78.6	22	--
	Tractors	1	90	85.6	77	--
	Amount not itemized	--	--	--	109	--
36	Automotive parts and accessories	49	3,142	91.2	2,866	62.0
	Batteries	8	378	13.5	51	--
	Tires and tubes	3	266	13.2	35	--
	Other equipment	38	2,511	86.8	2,006	--
	Amount not itemized	--	--	--	774	--
50	Hardware	3	227	18.5	42	.9
	Service and other receipts	--	--	--	27	.6
	All other commodities	--	--	--	118	2.5
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 100.0%)	16			2,271	100.0
4	Canned foods	3	821	21.3	175	7.7
	Canned fruits	1	264	6.8	18	--
	Canned fish and sea foods	2	557	28.2	157	--
15	Wines and liquors	16	2,271	86.1	1,955	86.1
	Liquors	12	1,497	81.2	1,215	--
	Wines	6	1,101	67.2	740	--
	All other commodities	--	--	--	141	6.2
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 100.0%)	39			6,095	100.0
38	Chemicals, industrial and heavy	15	4,647	72.2	3,356	55.1
39	Oils, animal and vegetable	9	2,690	38.0	1,023	16.8
40	Paints and varnishes	4	242	27.3	66	1.1
42	Other chemicals	23	2,097	64.9	1,362	22.3
57	Industrial machinery (non-electrical)	4	1,664	2.3	39	.6
	All other commodities	--	--	--	249	4.1
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 99.1%)	138			15,429	100.0
27	Clothing and furnishings, men's and boys'	47	6,536	86.3	5,641	36.6
	Hats and caps	2	520	100.0	520	--
	Furnishings (except shoes)	32	4,506	73.7	3,319	--
	Suits and overcoats	13	1,721	89.9	1,547	--
	Work clothing	3	305	82.3	251	--
	Amount not itemized	--	--	--	4	--
28	Clothing and accessories, women's and children's	89	8,162	83.1	6,783	44.0
	Girls' wear	5	326	60.7	198	--
	Infants' wear	6	351	61.3	215	--
	Dresses	15	2,169	81.7	1,772	--
	Hosiery	16	2,245	59.6	1,337	--
	Millinery	13	444	100.0	444	--
	Underwear, negligees, etc.	18	1,645	78.5	1,292	--
	Suits and coats (except fur)	3	1,042	23.8	248	--
	Other (except shoes and furs)	21	1,699	61.3	1,041	--
	Amount not itemized	--	--	--	236	--
29	Furs and fur clothing	8	1,383	97.5	1,349	8.7
32	Shoes and other footwear	9	1,488	98.5	1,466	9.5
	Men's and boys' leather	6	882	43.3	382	--
	Women's and children's leather	7	1,244	82.3	1,024	--
	Women's and children's rubber	1	93	1.1	1	--
	Other	2	106	52.8	56	--
	Amount not itemized	--	--	--	3	--
	All other commodities	--	--	--	190	1.2
	COAL AND COKE TRADE (Commodity coverage, 100.0%)	3			72	100.0
73	Coal and coke	3	72	90.3	65	90.3
	Bituminous	2	21	57.1	12	--
	Coke	1	18	11.1	2	--
	Amount not itemized	--	--	--	51	--
	Service and other receipts	--	--	--	1	1.4
	All other commodities	--	--	--	6	8.3
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 95.3%)	24			$3,312	100.0
37	Drugs and drug sundries	12	$2,113	85.0	1,795	54.2
	Druggists' rubber goods	1	50	26.0	13	--
	Drugs, chemicals, pharmaceuticals	2	58	79.3	46	--
	Proprietary medicines	1	114	63.2	72	--
	Drug sundries (except soap)	7	656	86.3	566	--
	Amount not itemized	--	--	--	1,098	--
41	Soaps and toiletries	13	1,971	66.0	1,301	39.3
	Toilet articles	6	1,125	29.4	331	--
	Toilet preparations, except soaps	11	1,653	36.3	600	--
	Toilet soaps	4	953	1.2	11	--
	Other soaps	1	691	2.2	15	--
	Amount not itemized	--	--	--	344	--
	Service and other receipts	--	--	--	5	.1
	All other commodities	--	--	--	211	6.4
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.5%)	129			20,802	100.0
30	Notions	25	2,984	94.8	2,829	13.6
31	Piece goods	105	17,933	96.9	17,379	83.5
	Cottons	55	12,606	79.2	9,981	--
	Linens	6	707	33.5	237	--
	Rayons	23	2,682	48.8	1,310	--
	Silks and velvets	32	3,233	45.6	1,475	--
	Woolens and worsteds	34	4,168	80.1	3,339	--
	Domestics	3	232	13.1	33	--
	Curtains, draperies, upholsteries	6	578	68.9	398	--
	Other	6	488	31.4	153	--
	Amount not itemized	--	--	--	453	--
34	Textile products (except as listed)	8	822	64.7	532	2.6
	All other commodities	--	--	--	62	.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.9%)	87			5,317	100.0
43	Wiring supplies and electrical construction materials	38	2,940	88.2	2,594	48.8
	Interior	21	2,163	79.3	1,716	--
	Outside	3	278	71.2	198	--
	Lighting fixtures	13	380	45.8	174	--
	Incandescent lamps	8	362	22.9	83	--
	Amount not itemized	--	--	--	423	--
44	Electrical apparatus and equipment	21	950	84.9	807	15.2
45	Radios, appliances, specialties	42	2,268	78.0	1,768	33.2
	Radios and accessories	24	1,492	89.2	1,331	--
	Electric refrigerators	2	39	100.0	39	--
	Other electrical appliances	20	872	45.6	398	--
51	Plumbing, heating, air-conditioning	4	247	12.1	30	.6
	Service and other receipts	--	--	--	11	.2
	All other commodities	--	--	--	107	2.0
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 100.0%)	33			15,486	100.0
17	Cotton, raw	4	378	100.0	378	2.4
19	Grains	15	8,011	99.8	7,995	51.6
	Corn	3	800	23.0	184	--
	Wheat	6	2,032	31.1	632	--
	Other	11	4,830	83.3	4,024	--
	Amount not itemized	--	--	--	3,155	--
21	Livestock	3	350	100.0	330	2.3
25	Wool, raw	3	399	100.0	399	2.6
26	Other farm products	5	439	59.7	262	1.7
	All other commodities	--	--	--	6,102	39.4
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 99.1%)	91			48,496	100.0
3	Butter and cheese	8	5,587	31.6	2,882	5.9
7	Dairy and poultry products (except butter and cheese)	12	6,954	61.1	4,246	8.8
	Eggs	10	6,724	31.3	2,106	--
	Poultry	8	5,196	26.7	1,387	--
	Other	3	1,219	61.8	753	--
10	Fruits and vegetables	80	41,653	98.6	41,079	84.7
	Fresh fruits	66	30,631	46.2	14,165	--
	Fresh vegetables	60	30,761	58.9	18,127	--
	Amount not itemized	--	--	--	8,787	--
	All other commodities	--	--	--	289	.6

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	FARM SUPPLIES TRADE (Commodity coverage, 100.0%)	14			$8,734	100.0
18	Feed	5	$1,828	100.0	1,828	20.9
	Hay, straw and alfalfa	1	6	50.0	3	--
	Mixed and other	4	1,553	99.9	1,551	--
	Amount not itemized	--	--	--	274	--
39	Oils, animal and vegetable	4	5,182	5.6	290	3.4
90	Fertilizer and fertilizer materials	5	5,584	95.2	5,128	58.7
	Service and other receipts	--	--	--	37	.4
	All other commodities	--	--	--	1,451	16.6
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 98.6%)	70			12,917	100.0
31	Piece goods	14	2,165	95.5	2,068	16.0
	Cottons	2	446	13.2	59	--
	Linens	1	150	16.7	25	--
	Woolens and worsteds	1	400	25.0	100	--
	Domestics	4	1,569	69.0	945	--
	Curtains, draperies, upholsteries	9	750	92.0	690	--
	Amount not itemized	--	--	--	249	--
46	China, glassware, and crockery	15	1,065	94.7	1,009	7.8
47	Furniture, wooden and metal	18	1,522	80.8	1,230	9.5
	Household	12	1,335	79.7	1,064	--
	Office and store	4	66	100.0	66	--
	Amount not itemized	--	--	--	100	--
48	House furnishings	24	8,215	92.8	7,624	59.0
	Carpets and rugs	15	5,180	70.6	3,656	--
	Other floor coverings	3	4,009	34.5	1,377	--
	House-furnishings (except as listed)	8	581	19.4	113	--
	Amount not itemized	--	--	--	2,478	--
98	Second-hand merchandise	6	563	95.2	536	4.2
	Service and other receipts	--	--	--	5	--
	All other commodities	--	--	--	445	3.5
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 87.0%)	131			111,977	100.0
4	Canned foods	78	68,727	49.5	34,029	30.4
	Canned fruits	45	53,202	19.5	10,363	--
	Canned vegetables	52	48,127	22.8	10,985	--
	Canned fish and sea foods	44	43,924	12.1	5,319	--
	Canned meats	21	17,086	5.6	955	--
	Canned milk	7	7,126	25.8	1,838	--
	Other	17	19,629	10.9	2,136	--
	Amount not itemized	--	--	--	2,433	--
5	Coffee	16	28,879	42.6	12,303	11.0
	Green	14	20,174	60.9	12,292	--
	Roasted	1	8,693	.1	11	--
6	Confectionery and ice cream	15	12,569	11.6	1,455	1.3
8	Fish and sea foods	11	10,451	20.6	2,156	1.9
9	Flour	10	11,019	39.8	4,383	3.9
10	Fruits and vegetables	9	17,794	4.0	704	.6
11	Groceries (except as listed)	65	67,602	50.0	20,302	18.1
	Cereal preparations	6	22,926	2.0	466	--
	Extracts and spices	10	12,084	2.2	263	--
	Lard substitutes and cooking fats	2	415	67.2	279	--
	Nuts (all kinds)	11	22,394	13.7	3,071	--
	Butter substitutes	1	2,881	3.5	100	--
	Pickles, preserves and sauces	12	16,769	4.0	673	--
	Rice	16	20,201	15.9	3,218	--
	Teas	8	4,790	3.1	150	--
	Other	36	39,265	30.6	12,018	--
	Amount not itemized	--	--	--	64	--
13	Soft drinks	5	19,514	1.8	346	.3
14	Sugar	15	45,335	57.5	24,845	22.2
15	Wines and liquors	8	23,050	6.9	1,598	1.4
16	Other food and related products	12	17,863	16.6	2,963	2.6
19	Grains	4	7,649	8.0	615	.6
26	Other farm products	3	6,895	7.6	523	.5
39	Oils, animal and vegetable	8	8,887	9.1	811	.7
41	Soaps and toiletries	5	12,895	1.7	215	.2
42	Other chemicals	7	15,230	5.9	899	.5
81	Paper goods (boxes, bags, cups, etc)	4	4,859	24.4	1,179	1.1
82	Paper (printing, board, etc.)	3	7,210	4.5	323	.3
	Service and other receipts	--	--	--	76	.1
	All other commodities	--	--	--	2,550	2.3
	HARDWARE TRADE (Commodity coverage, 93.3%)	48			$3,791	100.0
50	Hardware	48	$3,791	84.6	3,209	84.6
	Builders' hardware	17	1,244	46.6	580	--
	Heavy hardware	9	1,111	41.8	464	--
	Shelf or light hardware	11	699	64.5	451	--
	Tools and cutlery	12	1,105	43.8	484	--
	Other	18	1,532	48.5	750	--
	Amount not itemized	--	--	--	480	--
61	Plumbing, heating, air-conditioning	3	679	2.9	20	.6
56	Industrial equipment and supplies (except electrical and railroad)	7	1,062	26.8	285	7.5
	All other commodities	--	--	--	277	7.3
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	55			1,649	100.0
91	Jewelry, silverware, etc.	32	1,366	98.9	1,351	81.9
	Clocks and watches	7	445	63.6	272	--
	Jewelry	22	1,014	77.0	781	--
	Precious stones and metals	6	152	42.8	65	--
	Silverware and plated ware	7	207	50.2	104	--
	Amount not itemized	--	--	--	129	--
96	Optical goods	3	283	100.0	283	17.2
	All other commodities	--	--	--	15	.9
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 98.6%)	42			8,315	100.0
62	Building metal work	3	78	76.9	60	.7
80	Lumber	26	7,415	95.2	7,060	84.9
84	Woodwork and wood products	6	459	19.2	88	1.1
87	Building materials (except as listed)	5	494	17.2	85	1.0
	Service and other receipts	--	--	--	45	.6
	All other commodities	--	--	--	977	11.7
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.6%)	176			14,246	100.0
31	Piece goods	5	220	100.0	220	1.5
34	Textile products (except as listed)	5	591	6.6	39	.3
41	Soaps and toiletries	4	62	27.4	17	.1
44	Electrical apparatus and equipment	4	273	11.4	31	.2
30	Hardware	8	413	10.2	42	.3
51	Plumbing, heating, air-conditioning	8	2,610	65.4	1,707	12.0
	Oil burners	1	25	4.0	1	--
	Fittings, valves, brass goods	6	2,540	64.1	1,629	--
	Amount not itemized	--	--	--	77	--
54	Barber and beauty-parlor equipment	5	268	100.0	268	1.9
55	Farm machinery and garden equipment	6	454	93.6	425	3.0
56	Industrial equipment and supplies (except electrical and railroad)	64	5,633	47.7	2,688	18.9
	Belting, mechanical rubber goods, etc.	14	2,618	6.3	164	--
	Power transmission equipment	8	302	65.2	197	--
	Materials-handling equipment	16	981	24.9	244	--
	Metal-working tools	3	136	59.6	81	--
	Rope, cordage and twine	6	806	94.5	762	--
	Other	32	3,921	31.2	1,225	--
	Amount not itemized	--	--	--	15	--
57	Industrial machinery (non-electrical)	62	6,573	63.4	4,166	29.2
	Construction machinery	6	202	65.3	132	--
	Machine tools (power driven)	3	164	70.1	115	--
	Mine, quarry, pump machinery	11	741	80.7	598	--
	Oil well and refining machinery	6	3,143	37.2	1,168	--
	Power plant machinery (except electrical)	16	1,288	93.0	1,198	--
	Textile machinery	4	432	69.9	302	--
	Other	22	870	73.5	638	--
	Amount not itemized	--	--	--	15	--
58	Office and store machines and equipment	23	1,650	80.8	1,334	9.4
	Office machines and equipment	5	715	85.3	610	--
	Store fixtures and equipment	18	824	82.3	678	--
	Amount not itemized	--	--	--	46	--
59	Railroad equipment and supplies	12	2,104	91.7	1,930	13.5
60	Surgical, dental, hospital equipment	7	256	100.0	256	1.8
64	Iron and steel (except scrap)	4	2,614	7.0	182	1.3
	Service and other receipts	--	--	--	160	1.1
	All other commodities	--	--	--	781	5.5

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 94.9%)	18			$2,424	100.0
63	Copper	4	$992	55.8	554	22.9
64	Iron and steel (except scrap)	13	1,610	95.7	1,540	63.5
	Iron and steel pipe	4	1,069	16.3	174	--
	Steel sheet	2	952	18.6	177	--
	Structural iron and steel	1	831	29.1	242	--
	Wire and wire rope or cable	3	888	24.0	213	--
	Other rolled iron and steel	5	1,093	31.3	342	--
	Amount not itemized	--	--	--	392	--
65	Lead (metallic) and zinc	3	304	25.3	77	3.2
69	Nonferrous metals (except as listed)	3	283	42.8	121	5.0
	All other commodities	--	--	--	132	5.4
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	24			3,287	100.0
81	Paper goods (boxes, bags, cups, etc.)	8	2,463	45.8	1,129	34.3
82	Paper (printing, board, etc.)	6	1,461	94.5	1,381	42.0
	Uncoated book, newsprint	2	1,258	93.6	1,178	--
	Wall paper	1	5	100.0	5	--
	Amount not itemized	--	--	--	198	--
83	Stationery and supplies	11	604	98.3	594	18.1
	All other commodities	--	--	--	183	5.6
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 97.1%)	10			6,590	100.0
76	Petroleum and its products	10	6,590	99.8	6,580	99.8
	Gasoline and naphtha	7	5,607	73.5	4,122	--
	Fuel and gas oils	1	192	4.7	9	--
	Kerosene	1	49	8.2	4	--
	Lubricants, automotive	3	4,309	33.0	1,423	--
	Lubricants (except automotive)	1	204	95.1	194	--
	Other petroleum products	2	241	20.3	49	--
	Amount not itemized	--	--	--	779	--
	Service and other receipts	--	--	--	10	.2
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 98.3%)	33			2,839	100.0
31	Plumbing, heating, air-conditioning	33	2,839	90.7	2,575	90.7
	Air-conditioning equipment	3	310	44.5	138	--
	Gas appliances and supplies	11	720	88.8	639	--
	Fittings, valves, brass goods	10	1,781	46.4	827	--
	Plumbing fixtures	7	1,306	64.0	836	--
	Stoves, ranges, furnaces (except gas and electric)	4	84	96.4	81	--
	Amount not itemized	--	--	--	54	--
	Service and other receipts	--	--	--	41	1.4
	All other commodities	--	--	--	223	7.9
	ALL OTHER TRADES (Commodity coverage, 48.2%)	48			$9,651	100.0
11	Groceries (except as listed)	3	$90	17.8	16	.2
39	Oils, animal and vegetable	6	5,714	97.7	5,585	57.9
56	Industrial equipment and supplies (except electrical and railroad)	3	456	11.2	51	.5
78	Books, magazines, sheet music, etc.	9	183	96.2	176	1.8
84	Woodwork and wood products	7	749	96.7	724	7.5
93	Leather and cut stock	6	1,293	94.3	1,219	12.6
94	Luggage, harness, etc.	6	248	100.0	248	2.6
	Service and other receipts	--	--	--	9	.1
	All other commodities	--	--	--	1,623	16.8
	ASSEMBLERS					
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 100.0%)	3			5,743	100.0
21	Livestock	3	5,743	100.0	5,743	100.0
	Horses and mules	1	19	100.0	19	--
	Amount not itemized	--	--	--	5,724	--
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 97.3%)	68			50,614	100.0
4	Canned foods	4	12,401	17.3	2,140	4.2
	Canned fruits	2	1,093	22.0	241	--
	Canned vegetables	2	1,093	19.9	218	--
	Canned meats	1	8,966	.2	19	--
	Canned milk	2	11,308	14.7	1,662	--
7	Dairy and poultry products (except butter and cheese)	9	32,179	52.3	16,835	33.3
	Eggs	4	25,974	34.1	8,866	--
	Milk and cream, fluid	4	14,815	29.2	4,327	--
	Poultry	3	15,076	9.1	1,373	--
	Other	1	2,342	.3	6	--
	Amount not itemized	--	--	--	2,263	--
10	Fruits and vegetables	56	17,922	96.1	17,232	34.1
	Fresh fruits	25	14,290	89.4	12,771	--
	Fresh vegetables	37	5,558	79.9	4,440	--
	Amount not itemized	--	--	--	21	--
18	Feed	3	15,318	34.1	5,226	10.3
	Hay, straw, and alfalfa	2	677	.7	5	--
	Amount not itemized	--	--	--	5,221	--
	Service and other receipts	--	--	--	215	.4
	All other commodities	--	--	--	8,966	17.7
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 49.7%)	8			9,895	100.0
11	Groceries (except as listed)	8	9,895	99.5	9,845	99.5
	Nuts (all kinds)	5	9,754	96.9	9,453	--
	Rice	1	7	28.6	2	--
	Other	4	535	72.9	390	--
	All other commodities	--	--	--	50	.5
	ALL OTHER TRADES (Commodity coverage, 100.0%)					
26	Other farm products	44	285	100.0	285	100.0

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

APPENDIX

The 142 kinds of business into which all wholesale establishments are classified together with the 29 major kinds of business or trade groups into which they are grouped, are given below:

Amusement and sporting goods:
- Cameras and motion picture equipment and supplies
- Moving picture films
- Sporting goods (full line)
- Toys, novelties and fireworks
- All other

Automotive:
- Automobiles and other motor vehicles
- Automotive equipment
- Tires and tubes

Beer, wines and liquors:
- Beer and other fermented malt liquors
- Wines and liquors

Chemicals and paints:
- Dyestuffs
- Explosives
- Industrial chemicals
- Naval stores
- Paints and varnishes
- All other

Clothing and furnishings:
- Clothing and/or furnishings (full line)
- Men's and boys'
- Women's and children's
- Furs, dressed and fur clothing
- Hosiery
- Millinery and millinery supplies
- Shoes and other footwear

Coal and coke

Drugs (full line)

Drugs and drug sundries (specialty lines):
- Drug specialties
- Patent medicines
- Toilet articles and preparations
- All other

Dry goods (full line)

Dry goods (specialty lines):
- Notions
- Piece goods
- All other

Electrical goods:
- Electrical merchandise (full line)
- Apparatus and equipment
- Wiring supplies and construction material
- Radios, refrigerators and appliances

Farm products-raw materials
- Cotton
- Grain
- Hides, skins and furs (raw)
- Horses and mules
- Livestock
- Silk (raw)
- Tobacco (leaf)
- Wool and mohair
- All other

Farm products-consumer goods:
- Dairy products
- Poultry and poultry products
- Dairy and poultry products
- Fruits and vegetables(fresh)
- All other

Farm supplies:
- Feed
- Fertilizer
- Seeds
- All other

Furniture and house furnishings:
- China, glassware and crockery
- Floor coverings
- Furniture (household and office)
- House furnishings (except as specified)
- Musical instruments and sheet music

General merchandise

Groceries (full line)

Groceries and foods (specialty lines):
- Canned goods
- Coffee, tea and spices
- Confectionery
- Fish and sea foods
- Flour
- Meats and meat products
- Soft drinks
- Sugar
- Other food and grocery specialties

Hardware:
- Hardware (full line)
- Hardware (specialty lines)

Jewelry and optical goods:
- Jewelry (full line)
- Clocks and watches
- Diamonds and other precious stones
- Other jewelry specialties
- Optical goods

Lumber and construction materials:
- Builders' supplies (full line)
- Lumber and millwork
- Brick, tile and terra cotta
- Cement, lime and plaster
- Glass
- Sand, gravel and crushed stone
- All other

Machinery, equipment and supplies:
- Commercial machinery, equipment and supplies:
  - Office (except furniture)
  - Store, restaurant and hotel
  - All other
- Farm and dairy machinery and equipment
- Industrial equipment and supplies:
  - Industrial (full line)
  - Belting, hose and packing
  - Power transmission equipment
  - Rope, cordage and twine
  - All other

Machinery, equipment and supplies (continued):
- Industrial machinery:
  - Construction (including road building)
  - Machine tools
  - Mining and quarrying
  - Oil well and oil refining
  - Power plant
  - Textils
  - Used machinery and equipment
  - All other
- Professional equipment and supplies:
  - Dental
  - Surgical, medical and hospital
  - All other
- Service equipment and supplies:
  - Barber and beauty parlor
  - Laundry
  - Upholsterers'
  - All other
- Transportation equipment and supplies:
  - Aircraft and aeronautical
  - Railroad
  - Boats (including motor, sail and steam)
  - All other

Metals and metal work (except scrap):
- Iron and steel (except structural)
- Structural iron and steel
- Wire, wire fence and wire rope
- Copper
- Sheet metal products
- Other metals and metal work

Paper and its products:
- Wrapping or coarse paper and products
- Fine or printing and writing paper
- Stationery and stationery supplies
- Wall paper

Petroleum and its products

Plumbing and heating equipment and supplies:
- Plumbing and heating (full line)
- Heating (including stoves and ranges)
- Plumbing fixtures, equipment and supplies
- All other

Tobacco and its products (except leaf)

Waste materials:
- Iron and steel scrap
- Junk and scrap (full line)
- Waste paper, rags and rubber
- Nonferrous metals

All other products:
- Books, periodicals and newspapers
- Flowers and nursery stock
- Forest products (except lumber)
- Leather and leather goods
- Oils and greases (animal and vegetable)
- Rubber (crude)
- Textiles and materials other than dry goods
- Yarns
- Miscellaneous kinds of business

CONFIDENTIAL GOVERNMENT REPORT

Section 8 of the Act creating the Department of Commerce and Labor, approved February 14, 1903, provides that: "The Secretary of Commerce shall from time to time make such special investigations and reports * * * which he himself may deem necessary and urgent." Acting upon this authority, I have authorized and instructed the Director of the Census to take a Census of Business covering the calendar year 1935. We ask for the cooperation and assistance of the business men of the United States in this undertaking and assure them that their individual reports will be held *absolutely confidential.* Only sworn employees of the Bureau of the Census will be permitted to examine your report, and no information will be given to any person, whether in Government service or private life, which would disclose, exactly or approximately, any of the facts or figures in your report. The information will be used for *statistical purposes only.*

DANIEL C. ROPER, *Secretary of Commerce.*

Form 31
CENSUS OF BUSINESS
Federal Works Project

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

SUPERVISOR'S DISTRICT
No. _____
State _____
ENUMERATION DISTRICT
No. _____
County _____
CONSECUTIVE NUMBER OF REPORT
No. _____

WHOLESALE SCHEDULE

CENSUS OF BUSINESS: 1935

A separate report should be prepared for each wholesale distributing establishment or agency. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instruction from Washington.

This report should cover, if possible, the full calendar year operations for 1935, even if ownership has changed during the year.

1. DESCRIPTION OF ESTABLISHMENT:

a. NAME OF ESTABLISHMENT _____

b. NAME OF OWNER _____ RACE (*not for corporations*) _____
(White, Negro, Oriental, Other)

c. LOCATION OF ESTABLISHMENT
State _____ County _____ Township _____
Name of city, town, or village _____
Street and number _____
Is this street number located within the corporate limits of the city, town, or village named above?
(*Yes or No*) _____

d. ADDRESS (HOME-OFFICE OR BUSINESS ADDRESS) OF OWNER _____

e. LEGAL FORM OF ORGANIZATION (Place check mark in proper square)
☐ Individual proprietorship.
☐ Partnership.
☐ Corporation.
☐ Other (specify): _____

(1) _____
(2) _____
(3) _____
(4) _____
(CODE—Do not use)

f. WAS THIS ESTABLISHMENT IN OPERATION DURING ANY PART OF 1933? (*Yes or No*) _____

g. Indicate whether since December 31, 1933, this establishment changed—

If changes occurred, give former—

(Check here)
☐ Name _____
☐ Location _____
☐ Ownership _____
☐ General nature of business _____

h. NUMBER OF WHOLESALE ESTABLISHMENTS OWNED BY THIS ORGANIZATION, ANYWHERE IN THE CONTINENTAL UNITED STATES (*including the establishment for which this report is prepared*) _____

i. GIVE ADDRESSES OF WAREHOUSES, TERMINALS, AND OTHER STORAGE FACILITIES IN THIS CITY OPERATED FROM THIS OFFICE AND INCLUDED IN THIS REPORT:

(Name)	(City)	(Street address)

j. IS THIS ESTABLISHMENT OPERATED BY, OPERATING, OR SPONSORING A COOPERATIVE OR VOLUNTARY GROUP OF RETAILERS?
(*Yes or No*) _____

If yes: (1) Under what name? _____ Since what date? (*month and year*) _____

(2) What percentage of your 1935 sales was made to retail members of this group? _____ percent.

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2. KIND OF BUSINESS, 1935:

a. Kind of business _____

(Give usual name or designation by which the establishment is known to the trade or public)

EXAMPLES.—Wholesale grocer, hardware wholesaler, sugar broker, flour jobber, mill and mine supply house, cotton broker, jewelry wholesaler, oil well supply house, etc.

b. Name the principal lines of merchandise sold or handled, *in order of their importance*, based on net sales in 1935:

(1) _____ (3) _____

(2) _____ (4) _____

(CODE—Do not use)
(5)
(6)
(7)
(8)

c. State the approximate radius (in miles) within which 75 percent of your 1935 sales were concentrated: _____ (Miles)

3. TYPE OF OPERATION IN 1935:

(Check the principal function performed or type of operation; i. e., the function or type that accounts for more than 50 percent of the business of the establishment.)

CHECK ONLY ONE

Service Wholesalers

- ☐ Wholesale merchant or jobber (*full service*) — 00
- ☐ Converter — 02
- ☐ Export merchant — 03
- ☐ Importer — 04
- ☐ Industrial distributor — 05

Limited Function Wholesalers

- ☐ Cash-and-carry wholesaler — 06
- ☐ Drop shipper or desk jobber — 07
- ☐ Mail-order wholesaler — 08
- ☐ "Wagon distributor" — 09

Wholesale Unit of Cooperative or Voluntary Chain

- ☐ Retailer operated — 44
- ☐ Wholesaler sponsored or affiliated — 01
- ☐ Other (*describe*) _____

Storage Units

- ☐ Bulk tank station (*petroleum—including commission distributors*) — 41
- ☐ Distributing terminal (*petroleum*) — 42
- ☐ Chain-store warehouse — 43

Manufacturer's Sales Branch (Owned by Manufacturer)

- ☐ Carrying stock for delivery — 11
- ☐ Carrying no stock — 12

Assemblers and Country Buyers

- ☐ Assembler or country buyer of farm products — 31
- ☐ Cream station — 32
- ☐ Cooperative marketing association (*mainly in farm products*) — 33
- ☐ Elevator (*grain*) — 34
- ☐ Packer and shipper — 35

Agents and Brokers

- ☐ Auction company — 21
- ☐ Broker — 22
- ☐ Commission merchant — 23
- ☐ Export agency — 24
- ☐ Import agency — 25
- ☐ Manufacturer's agent (*for two or more manufacturers*) — 26
- ☐ Selling agent — 27
- ☐ Other agent: (*Specify*) _____

Other Types

- ☐ Specify _____

4. NET SALES AND OTHER OPERATING RECEIPTS:

(Brokers and wholesale agents must report selling value of goods and not commissions received.)

		Key
a. Net sales of merchandise (*including all forms of sales taxes*) (Do not include returned goods and allowances.)	$_____	A–1 E–1
b. Amount of sales, turnover, gasoline, and other commodity taxes paid by you directly to any governmental agency and included in 4*a*, above	$_____	
c. Net sales of merchandise *less* commodity and sales taxes (*difference between a and b*) (Include taxes which are in the price paid by you for goods.)	$_____	C–1
d. Of the total sales reported under *c*, above, give the amount of— (The sum of 1, 2, 3, 4, and 5, below, must equal the amount reported under *c*, above.)		
I. Domestic Sales:		
(1) Sales to retailers for resale (*including sales to chains, mail-order houses, department stores, and independent stores*)	$_____	C–2
(2) Sales to household consumers, including employees (*at retail*)	$_____	C–3
(3) Sales to industrial and other large users (*sales to manufacturers, railroads, utilities, governmental bodies, hotels, institutions, contractors, oil wells, etc.*)	$_____	C–4
(4) Sales to other wholesale organizations (*including export concerns and supply houses*)	$_____	C–5
II. Export Sales:		
(5) Sales made direct to buyers in foreign countries	$_____	C–6
e. How much of total net sales represented credit business? (Include sales made on weekly, 10-day, 30-day, and end-of-month, installment, or other credit basis—all except *strictly* cash and c. o. d. sales.)	$_____	Key A–2
f. State amount of operating receipts from services and sources other than sale of merchandise	$_____	B–1

5. STOCKS ON HAND:

a. Inventory of merchandise on hand at actual cost value as of December 31, 1935, or nearest inventory date (*including goods out on consignment*)	$_____	B–2
b. Value of goods held on consignment by you as consignee	$_____	B–3

6. PROPRIETORS AND FIRM MEMBERS (does not apply to corporations):

a. Total number of proprietors and firm members (*including those reported under b, below*)	_____	B–4
b. Number of proprietors and firm members devoting major portion of their time to the business	_____	B–5

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7. PAID EMPLOYEES AND WEEKLY PAY ROLLS:

(Do not include in this inquiry persons reported in Inquiry 6, above.)

EMPLOYMENT AND PAY-ROLL DATA FOR FULL-TIME AND PART-TIME EMPLOYEES FOR ONE WEEK ONLY

(Give figures for week ending Oct. 26, 1935. For highly seasonal businesses, report instead one week of normal employment during active season.)

Week covered: From _____, 1935, to _____, 1935

ITEM	Full-time: Number of paid full-time employees during the week — Field 1	Key	Full-time: Pay roll for the week for full-time employees (*salaries, wages, bonuses, and commissions*) — Field 2	Part-time: Number of paid part-time employees during the week — Field 3	Key	Part-time: Pay roll for the week for part-time employees (*salaries, wages, bonuses, and commissions*) — Field 4
a. Executives and salaried corporation officers	D–1		$			$
b. Office and clerical employees (*not including selling employees*)	D–2		$			$
c. Inside selling employees	D–3		$			$
d. Outside selling employees	D–4		$			$
e. Warehouse employees (*including supervisors and shipping clerks*)	D–5		$			$
f. Other employees	D–6		$			$
g. TOTAL (*sum of a, b, c, d, e, and f*)	D–7	A–3	$		B–6	$

		Key
h. How many of the total number of employees shown above (*full-time and part-time combined*) are	Males	B–7
	Females	B–8
i. Total pay roll for the year 1935 for full-time and part-time employees (*salaries, wages, bonuses, and commissions*) $ (Do not include proprietors' and partners' compensation, but include that of officers of corporation.)		A–4
j. How much of the total pay roll (*i, above*) was paid to part-time employees? $		A–5
k. How many of the total number of employees shown above (*full-time and part-time combined*) are Negroes?		B–9

(9) _____

(CODE—Do not use)

l. TOTAL number of paid employees (*full-time and part-time combined*) working during the pay period ending nearest the 15th of each month of 1935:

MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key
		F–1			F–1			F–2			F–2
Jan		1	Apr		4	July		1	Oct		4
Feb		2	May		5	Aug		2	Nov		5
Mar		3	June		6	Sept		3	Dec		6
								(Do not use)			B–10

8. OPERATING EXPENSES (not including cost of merchandise):

(Include pay rolls here as well as in Inquiry 7, above.)

		Key
I. To be answered by WHOLESALE MERCHANTS and INDUSTRIAL DISTRIBUTORS whose 1935 sales exceeded $50,000. All other wholesale establishments may use block II, below:		
a. ADMINISTRATIVE EXPENSES (*such as officers' salaries and traveling expenses; office salaries, professional services, office supplies and stationery; postage, etc.*) $		E–2
b. SELLING EXPENSES (*such as salesmen's salaries, commissions and expenses; house salesmen's salaries; advertising, etc.*) $		E–3
c. DELIVERY EXPENSES (*such as out-freight, express, parcel post, trucking, etc.*) $		E–4
d. WAREHOUSE EXPENSES (*such as warehouse salaries, boxing and packing, warehouse lighting, etc.*) $		E–5
e. OCCUPANCY EXPENSES (*such as rent; maintenance labor; heat, light, power, and water; building repairs and supplies; insurance and taxes on building, etc.*) $		E–6
f. OTHER EXPENSES (*such as interest on bank loans, losses from bad debts, etc.*) $		
g. TOTAL OPERATING EXPENSES including pay roll (*sum of a to f*) $		A–6 / E–7
II. To be answered by all wholesale establishments which do not answer block I, above.		
TOTAL operating expenses including pay roll (*do not include cost of merchandise*) $		A–6

9. SALES OF MERCHANDISE BY COMMODITIES:

If book figures are not available, give the best possible approximations.
Total commodity sales (same as 4*a*) $_____

Key G–1

Commodities Key G–3	Sales Key G–4	Sales Key G–2
FOOD AND RELATED PRODUCTS		
10. Bakery Products (bread, biscuits, crackers, etc.)		$_____
20. Beer and Other Fermented Malt Liquors		$_____
30. Butter and Cheese		$_____
40. Canned Goods, Total (sum of 41 to 45)		$_____
41. Canned fruits	$_____	
42. Canned vegetables	$_____	
43. Canned fish and sea foods	$_____	
44. Canned meats	$_____	
45. Canned milk (condensed, evaporated, and powdered)	$_____	
46. Other canned foods	$_____	
50. Coffee, Total (sum of 51 and 52)		$_____
51. Green	$_____	
52. Roasted	$_____	
60. Confectionery, Total (sum of 61 to 64)		$_____
61. Candy	$_____	
62. Chewing gum	$_____	
63. Ice cream and frozen ices	$_____	
64. Other confectionery	$_____	
70. Dairy and Poultry Products, Except Butter and Cheese, Total (sum of 71 to 74)		$_____
71. Eggs	$_____	
72. Milk and cream, fluid	$_____	
73. Poultry	$_____	
74. Other dairy and poultry products (Report canned milk under 45, and not here.)	$_____	
80. Fish and Sea Foods, Total (sum of 81 to 84)		$_____
81. Fresh fish	$_____	
82. Cured and processed fish	$_____	
83. Frozen fish	$_____	
84. Other sea foods (except canned)	$_____	
90. Flour		$_____
100. Fruits and Vegetables, Fresh, Total (sum of 101 and 102) (Report dried fruits and vegetables under 119, and not here.)		$_____
101. Fruits, fresh	$_____	
102. Vegetables, fresh	$_____	
110. Groceries (except as listed), Total (sum of 111 to 119)		$_____
111. Cereal preparations (except flour and bakery products)	$_____	
112. Extracts and spices	$_____	
113. Lard substitutes and cooking fats	$_____	
114. Nuts (all kinds) (Report unroasted peanuts under 260, and not here.)	$_____	
115. Oleomargarine and other butter substitutes	$_____	
116. Pickles, preserves, jellies, jams, and sauces	$_____	
117. Rice	$_____	
118. Teas	$_____	
119. Other groceries (see item 121)	$_____	
120. Meats and Meat Products, Total (sum of 121 to 124)		$_____
121. Lard	$_____	
122. Meats, fresh	$_____	

Commodities Key G–3	Sales Key G–4	Sales Key G–2
FOOD AND RELATED PRODUCTS—Con.		
120. Meats and Meat Products—Con.		
123. Meats, cured or smoked	$_____	
124. Other meat products (including game) (Report canned meats under 44, and not here.)	$_____	
130. Soft Drinks		$_____
140. Sugar		$_____
150. Wines and Spiritous Liquors, Total (sum of 151 and 152)		$_____
151. Liquors, distilled and ethyl alcohol	$_____	
152. Wines	$_____	
160. Other Food and Related Products (specify)		$_____
_____	$_____	
_____	$_____	
_____	$_____	
FARM PRODUCTS—RAW MATERIALS		
170. Cotton, Raw, Including Linters		$_____
180. Feed, Total (sum of 181 and 182)		$_____
181. Hay, straw, and alfalfa	$_____	
182. Mixed and other feeds	$_____	
190. Grains, Total (sum of 191 to 193)		$_____
191. Corn	$_____	
192. Wheat	$_____	
193. All other	$_____	
200. Hides, Skins, and Raw Furs		$_____
210. Livestock, Total (sum of 211 to 215)		$_____
211. Cattle (including calves)	$_____	
212. Hogs	$_____	
213. Horses and mules	$_____	
214. Sheep and lambs	$_____	
215. Other livestock	$_____	
220. Seeds (field, garden, and flower)		$_____
230. Silk, Raw		$_____
240. Tobacco, Leaf		$_____
250. Wool, Raw (whether in the grease, scoured, or carbonized)		$_____
260. Other Farm Products—Raw Materials (specify—include unroasted peanuts here)		$_____
_____	$_____	
_____	$_____	
_____	$_____	
_____	$_____	
CLOTHING, DRY GOODS, AND TEXTILES		
270. Clothing and Furnishings, Men's and Boys', Total (sum of 271 to 274)		$_____
271. Hats and caps and hat and cap materials	$_____	
272. Men's and boys' furnishings (except shoes)	$_____	
273. Men's and boys' suits and overcoats	$_____	
274. Work clothing	$_____	
280. Clothing and Accessories, Women's and Children's, Total (sum of 281 to 288)		$_____
281. Girls' wear	$_____	
282. Infants' wear	$_____	
283. Dresses (women's and misses')	$_____	
284. Hosiery (women's and misses')	$_____	

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9. SALES OF MERCHANDISE BY COMMODITIES—Continued.

Commodities	Sales	
Key G-3	Key G-1	Key G-2
CLOTHING, DRY GOODS, AND TEXTILES—Con.		
280. Clothing and Accessories, Women's and Children's—Continued.		
285. Millinery and millinery supplies	$	
286. Underwear, negligees, corsets, and robes	$	
287. Women's and misses' suits and coats (except fur coats)	$	
288. Other women's and misses' furnishings and wearing apparel (except shoes and furs)	$	
290. Dressed Furs and Fur Clothing		$
300. Notions (such as sewing, hair, and shoe accessories)		$
310. Piece Goods, Total (sum of 311 to 319)		$
311. Cotton piece goods	$	
312. Jute fabrics	$	
313. Linens	$	
314. Rayons	$	
315. Silks and velvets	$	
316. Woolens and worsteds	$	
317. Domestics (sheets, spreads, and comfortables)	$	
318. Curtains, draperies; and curtain, drapery, and upholstery fabrics	$	
319. Other piece goods and yard goods	$	
320. Shoes and Other Footwear, Total (sum of 321 to 326)		$
321. Men's and boys' leather	$	
322. Man's and boys' rubber	$	
323. Women's and children's leather	$	
324. Women's and children's rubber	$	
325. Infants'	$	
326. All other	$	
330. Yarns, Total (sum of 331 to 335)		$
331. Cotton yarns (combed, carded or mercerized)	$	
332. Rayon yarns (all kinds)	$	
333. Silk (spun or thrown)	$	
334. Woolen and worsted yarns	$	
335. All other	$	
340. Dry Goods and Textile Products Not Listed Above (specify)		$
_____	$	
_____	$	
_____	$	
AUTOMOBILES AND AUTOMOTIVE EQUIPMENT		
350. Automobiles and Other Motor Vehicles, Total (sum of 351 to 354)		$
351. Automobiles (passenger cars)	$	
352. Trucks, busses, taxicabs, and other commercial vehicles	$	
353. Tractors	$	
354. Motorcycles	$	
360. Automotive Equipment, Parts and Accessories, Total (sum of 361 to 363)		$
361. Batteries	$	
362. Tires and tubes	$	
363. Other automotive equipment, accessories, and parts	$	
CHEMICALS, DRUGS, AND RELATED PRODUCTS		
370. Drugs and Drug Sundries, Total (sum of 371 to 374)		$
371. Druggists' rubber goods	$	
372. Drugs, chemicals, and pharmaceuticals	$	
373. Proprietary medicines	$	

Commodities	Sales	
Key G-3	Key G-1	Key G-2
CHEMICALS, DRUGS, AND RELATED PRODUCTS—Con.		
370. Drugs and Drug Sundries—Con.		
374. Drug sundries not listed elsewhere (Report soap under 410; toilet articles and preparations under 410, and not here.)	$	
380. Industrial and Heavy Chemicals (including coal tar and other synthetic organic chemicals)		$
390. Oils, Animal and Vegetable (including cottonseed, linseed, essential, etc.) (Report petroleum and its products under 760; cooking fats under 113, and not here.)		$
400. Paints, Varnishes, Lacquers, and Enamels		$
410. Soaps and Toilet Articles and Preparations, Total (sum of 411 to 414)		$
411. Toilet articles (such as brushes, combs, dresser sets, atomizers, manicure implements, etc.)	$	
412. Toilet preparations, except soaps (such as perfumes, powders, rouges, depilatories, creams, etc.)	$	
413. Toilet soaps	$	
414. Other soaps	$	
420. Other Chemicals or Related Products Not Listed Elsewhere (specify), Total		$
_____	$	
_____	$	
_____	$	
ELECTRICAL COMMODITIES		
430. Wiring Supplies and Construction Materials, Total (sum of 431 to 434)		$
431. Interior wiring and construction materials (such as conduit and fittings, wires and cables, wiring devices, safety switches, panels, fuses, etc.)	$	
432. Outside construction materials (such as poles, cross-arms, pole-line hardware, etc.)	$	
433. Lighting fixtures (residential, commercial, and industrial)	$	
434. Incandescent lamps	$	
440. Apparatus and Equipment (such as motors, generators, switchboards, industrial heating equipment, power transformers, etc.)		$
450. Radio, Appliances and Specialties, Total (sum of 451 to 453)		$
451. Radio sets, tubes, parts, and accessories; public-address equipment; radio-phonograph combinations and records	$	
452. Electric refrigerators (household and commercial)	$	
453. All other electrical appliances and specialties (such as clocks, fans, flashlights, food mixers, heating appliances, ranges, water heaters, washing and ironing machines, vacuum cleaners, etc.)	$	
FURNITURE AND HOUSE FURNISHINGS		
460. China, Glassware, and Crockery		$
470. Furniture, Wooden and Metal, Total (sum of 471 and 472) (Report second-hand furniture under 980; electric refrigerators under 452; gas refrigerators under 512, and not here.)		$
471. Household furniture	$	
472. Office and store furniture	$	
480. House Furnishings, Total (sum of 481 to 483) (Report china, glassware, and crockery under 460; gas refrigerators under 512; electric refrigerators under 452; furniture under 470; stoves, ranges, etc., under 516, and not here.)		$
481. Carpets and rugs	$	
482. Linoleum, felt base, and all other floor coverings	$	

9. SALES OF MERCHANDISE BY COMMODITIES—Continued.

Commodities	Sales	
Key G-3	Key G-4	Key G-2
FURNITURE AND HOUSE FURNISHINGS—Con.		
480. House Furnishings—Con.		
483. House furnishings, not listed elsewhere	$	
490. Musical Instruments, Accessories, and Parts (Report radios and parts and talking machines combined with radios under 451, and not here.)		$
HARDWARE AND KINDRED PRODUCTS		
500. Hardware, Total (sum of 501 to 506) (Report iron and steel sheets and shapes under 640; pipe fittings and valves under 514, and not here.)		$
501. Builders' hardware	$	
502. Heavy hardware	$	
503. Shelf or light hardware	$	
504. Tools and cutlery (Report machine tools under 572, and not here.)	$	
505. Wire screening	$	
506. All other hardware, not listed elsewhere	$	
510. Plumbing, Heating, and Air-Conditioning Equipment and Supplies, Total (sum of 511 to 516) (Report pipe under 640 or 650, and not here.)		$
511. Air-conditioning equipment	$	
512. Gas appliances and supplies	$	
513. Oil burners	$	
514. Pipe fittings, valves, brass goods, and specialties	$	
515. Plumbing fixtures, equipment and supplies (including sanitary ware)	$	
516. Stoves, ranges, furnaces, heating apparatus, and parts (except gas and electric)	$	
520. Sporting Goods (including arms, ammunition, and bicycles) (Report sport clothing under 270, 280, or 320, and not here.)		$
530. Toys and Games		$
MACHINERY, EQUIPMENT, AND SUPPLIES		
540. Barber and Beauty-Parlor Equipment and Supplies Not Listed Elsewhere		$
550. Farm and Garden Machinery, Equipment and Supplies (Report wire fencing under 647, and not here.)		$
560. Industrial Equipment and Supplies, Total (sum of 561 to 566) (Report electrical equipment under 430 and 440; railroad equipment and supplies under 590, and not here.)		$
561. Belting, hose, packing, and mechanical rubber goods	$	
562. Power transmission equipment (such as pulleys, hangers, bearings)	$	
563. Materials-handling equipment (such as trucks, casters, and hoists)	$	
564. Metal-working tools (such as drills, reamers, taps, dies, grinding wheels metal-cutting saws and files)	$	
565. Rope, cordage, and twine (Report wire rope under 648, and not here.)	$	
566. Other industrial equipment and supplies (Report railroad equipment and supplies under 590, and not here.)	$	
570. Industrial Machinery, Total (sum of 571 to 577)		$
571. Construction machinery	$	
572. Machine tools (power driven)	$	
573. Mining, quarrying, well-drilling, and pumping machinery	$	
574. Oil-well and oil-refining machinery, equipment, and supplies	$	

Commodities	Sales	
Key G-3	Key G-4	Key G-2
MACHINERY, EQUIPMENT, AND SUPPLIES—Con.		
570. Industrial Machinery—Con.		
575. Power plant machinery and equipment (except electrical machinery)	$	
576. Textile machinery	$	
577. Industrial machinery not listed elsewhere	$	
580. Office and Store Machines and Equipment Not Listed Elsewhere, Total (sum of 581 and 582)		$
581. Office machines and equipment (such as typewriters, cash registers, computing and manifolding machines, scales, etc.) (Report metal furniture under 472, and not here.)	$	
582. Store fixtures and equipment	$	
590. Railroad Equipment and Supplies		$
600. Surgical, Dental, and Hospital Equipment and Supplies		$
METALS AND METAL WORK		
610. Aluminum Ingots, Bars, Shapes, Sheets, Wire, Tubes, and Castings		
620. Building Metal Work (such as fire escapes, elevator cages, grilles, ornamental metal work, etc.)		$
630. Copper (including ingots, bars, shapes, sheets, bare wire, pipe, tubes, castings, etc.)		$
640. Iron and Steel and Products, Except Scrap, Total (sum of 641 to 649) (Report wire screening under 505, and not here.)		$
641. Iron and steel pipe (including cast, lap weld, butt weld, and riveted)	$	
642. Seamless steel tubing	$	
643. Pig iron	$	
644. Rough castings and forgings (except cast-iron pipe)	$	
645. Steel sheet (including tin and terne plate)	$	
646. Structural iron and steel and reinforcing bars and rods	$	
647. Wire fencing (woven or welded)	$	
648. Wire and wire rope or cable	$	
649. All other rolled iron and steel (including bars, rods, rails, plates, and shapes not listed above)	$	
650. Lead (metallic) and Zinc (including pig, bar, sheet, shapes, pipe, and plates)		$
660. Metallic Ores (specify kind)		$
670. Scrap Iron and Steel		$
680. Sheet-Metal Work (such as steel garages, ventilators, metal storage tanks, and metal roofing)		$
690. Other Nonferrous Metals (except precious metals), Bars, Sheets, Shapes, Wire and Castings, Nonferrous Alloys and Ferro-Alloy Materials		$
NONMETALLIC MINERALS AND THEIR PRODUCTS		
700. Brick, Tile, and Terra Cotta		$
710. Building Stone, Slate, and Concrete Products		$
720. Cement, Lime, Plaster, and Stucco		$
730. Coal and Coke, Total (sum of 731 to 733)		$
731. Anthracite coal	$	
732. Bituminous coal	$	
733. Coke	$	
740. Crude Nonmetallic Minerals and Their Products Not Listed Elsewhere (Report agricultural limestone and ground phosphate rock under 900, and not here.)		$
750. Glass (sheet and containers), Total (sum of 751 and 752)		$
751. Sheet glass (including window and plate glass)	$	
752. Glass containers	$	

9. SALES OF MERCHANDISE BY COMMODITIES—Continued.

Commodities Key G-3	Sales Key G-4	Sales Key G-2
NONMETALLIC MINERALS AND THEIR PRODUCTS—Con.		
760. Petroleum and Its Products, Total (sum of 761 to 767)		$
761. Crude oil	$	
762. Gasoline and naphthas	$	
763. Fuel oils, gas oils, and furnace oils	$	
764. Kerosene	$	
765. Lubricants, automotive	$	
766. Lubricants, other than automotive	$	
767. All other petroleum products	$	
770. Sand, Gravel, and Crushed Stone		$
WOOD, PAPER, AND THEIR PRODUCTS		
780. Books, Magazines, and Other Printed Materials (including sheet music) (Report blank books under 830, and not here.)		$
790. Logs, Poles, Posts, Hewn Ties, Pulpwood and Cordwood (see 432)		$
800. Lumber (rough, dressed, and finished)		$
810. Paper Goods, Such as Paper Boxes, Bags, Cups, Dishes, Napkins, Towels, Patterns, Etc. (Report stationery under 830, and not here.)		$
820. Paper, Uncoated Book, Board, Wall Paper, and Other, Total (sum of 821 to 823) (Report stationery under 830, and not here.)		$
821. Cardboard and paper board	$	
822. Uncoated book	$	
823. Wall paper	$	
830. Stationery and Stationery Supplies (including typewriter paper)		$
840. Planing-mill Products—Woodwork and Other Wood Products		$
COMMODITIES NOT GROUPED ELSEWHERE		
850. Aircraft and Parts, Total (sum of 851 to 853)		$
851. Heavier than air	$	
852. Lighter than air	$	
853. Equipment and supplies	$	
860. Boats (including motor, sail, and steam)		$

Commodities Key G-3	Sales Key G-4	Sales Key G-2
COMMODITIES NOT GROUPED ELSEWHERE—Con.		
870. Building Materials Not Listed Elsewhere (such as wall board, roofing, etc.) (See items 430, 501, 510, 620, 646, 680, 700, 710, 720, 750, 770, 800, 820, 840 for major classes of building materials.)		$
880. Cameras and Photographic Supplies		$
890. Cigars, Cigarettes, and Tobacco, Total (sum of 891 to 893) (Report leaf tobacco under 240, and not here.)		$
891. Cigars	$	
892. Cigarettes	$	
893. Tobacco	$	
900. Fertilizer and Fertilizer Materials		$
910. Jewelry, Silverware, Etc., Total (sum of 911 to 914)		$
911. Clocks and watches	$	
912. Jewelry	$	
913. Precious stones and precious metals	$	
914. Silverware and plated ware	$	
920. Junk and Scrap (Report scrap iron and steel under 670, and not here.)		$
930. Leather and Cut Stock		$
940. Luggage, Saddlery, and Harness, and All Other Products Made of Leather Except Boots, Shoes, Clothing, and Leather Belting (Report shoes and other footwear under 320; clothing under 270 and 280; leather belting under 561, and not here.)		$
950. Motion Picture Film Rentals		$
960. Optical Goods		$
970. Rubber, Crude		$
980. Second-hand Merchandise (specify kind), Total		$
_____	$	
_____	$	
_____	$	
990. Miscellaneous Groups of Commodities (specify kind), Total		$
_____	$	
_____	$	
_____	$	

Remarks: _____

_____

_____

_____

_____

CERTIFICATE

This is to certify that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from _____, 19_____, to _____, 19_____

_____
(Signature and official title of person furnishing the information)

_____, 1936.
(Date of signature)

_____
(Signature of enumerator)

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